

Chemist & Druggist

14 July 1973

THE NEWSWEEKLY FOR PHARMACY

Yesterday we only solved the dandruff problem.

From today hair problems are no problem. Sebbix introduce new Sebbix Problem Solver Shampoos.

Sebbix—the trusted name for dandruff treatment—introduce 3 new shampoos, specially formulated to deal with dry, greasy and dull lifeless hair—the 3 major hair problems.

Each problem Solver Shampoo has been thoroughly tested for efficacy. So you can recommend them with every confidence.

They're being launched with powerful colour pages and double page spreads in women's magazines—over 40 pages in the first three months.

The campaign breaks on September 1st with a 'Sebbix' spectacular in 'Woman'—five whole pages in one issue.

And that's only the start.



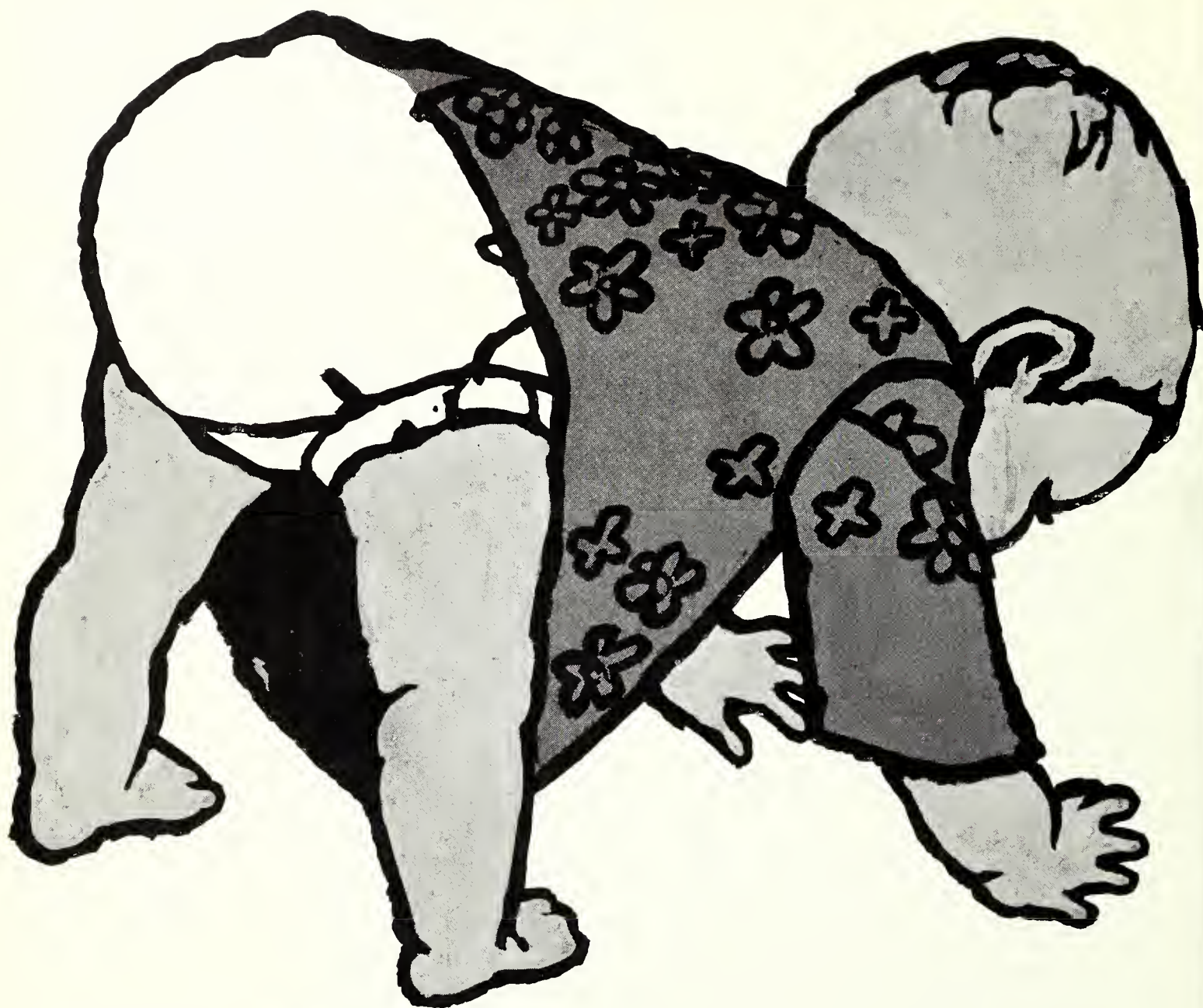
New Sebbix Problem Solver Shampoos.

Three months
experience
of VAT

Honorary
degree for
W. Gorman

Market for
analgesics
still growing

Index
Jan – June



It's about to be exposed.

In women's magazines.
During the summer,
lots of mothers will be
reading about Snappies – the
baby pants' with Actifresh,



a unique safeguard against germs.

And lots of mothers
will be asking for Snappies.

So don't get caught with
your pants down.

Marigold
Baby Pants

14 July Vol. 200 No. 4869

The newswweekly for pharmacy

114th year of publication

Editor Arthur Wright, FPS, DBA**Deputy Editor** R. E. Salmon, MPS**Markets Editor** W. S. Bowman, MPS, MIPharmM**Technical Editors** Adrienne de Mont, B Pharm, MPS,
K. F. Preece, BSc, MPS**Beauty Products Editor** Hélène de Klerk**Information Services** I. H. Cotgrove**Price List** Mary Mackintosh**Advertisement Manager** James Lear**Advertisement Executives**

J. Foster-Firth, MPS

John Thelwell

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Benn >>>

Official organ of the Pharmaceutical Society of
Ireland and of the Pharmaceutical Society of
Northern Ireland

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Scottish office
74 Drymen Road
Bearsden, Glasgow
041-942 2315

North East office
Permanent House
The Headrow, Leeds LS1 8DF
0532 22841

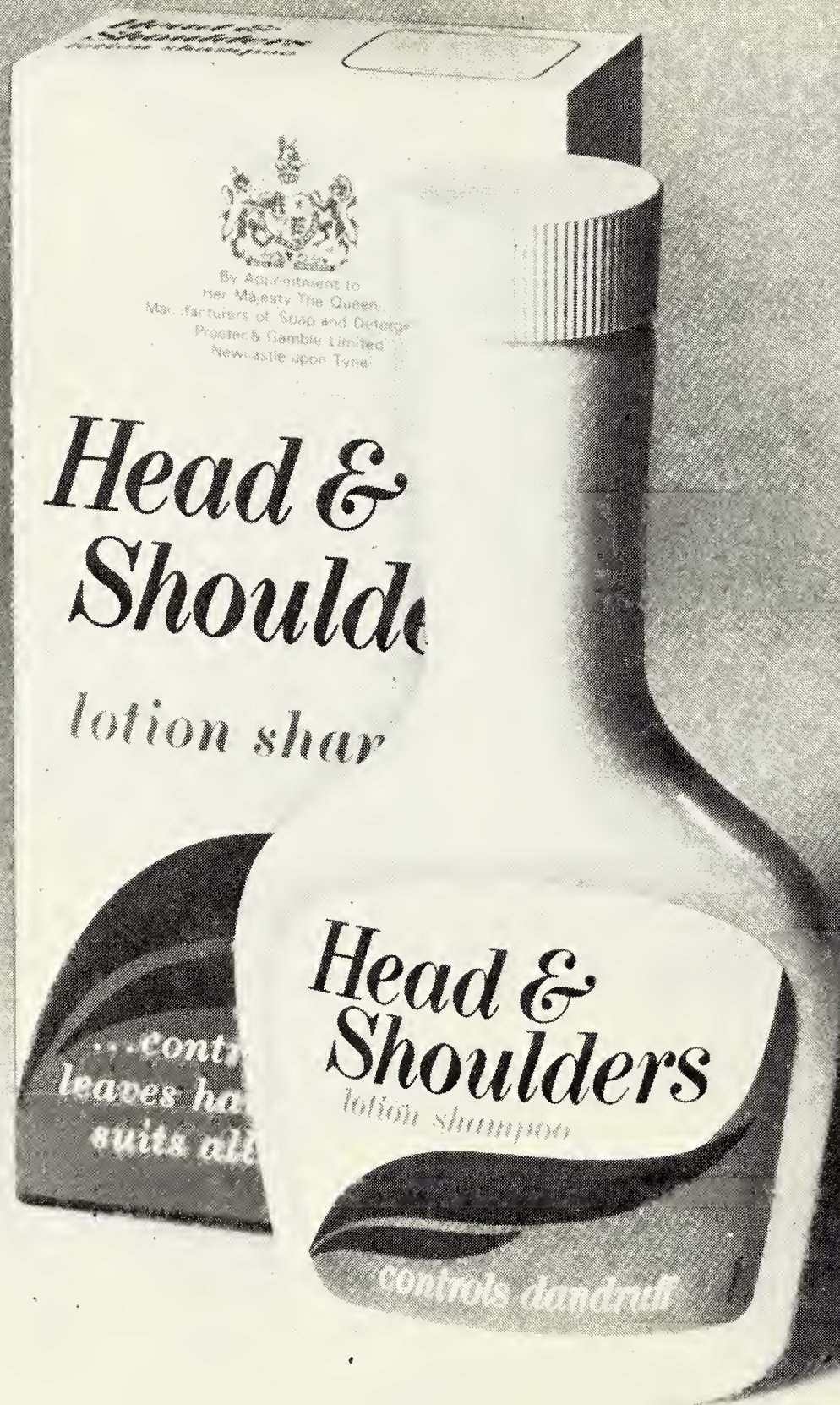
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491 Chester Road
Old Trafford, Manchester M16 9HF
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Model of the new headquarters planned
for the Pharmaceutical Society. Digging
on the site has now started (see p35).

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Now the best selling shampoo
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*SOURCE-Independent Grocer/Chemist Research

Society's fees stay the same for 1974

Statutory fees levied by the Pharmaceutical Society of Great Britain are not, after all, to be raised in 1974.

The treasurer, Mr H. Steinman, had forecast an increase at the annual meeting in May, but the Finance and General Purposes Committee has decided against the move following detailed consideration of estimates for 1973 and projections for 1974 and 1975.

Nevertheless, the 1974-75 projections do anticipate deficits in the Society's finances, and there will be further consideration of fee levels during 1974.

Queen's University honours 'Billy' Gorman

Mr W. M. ("Billy") Gorman, secretary of the Pharmaceutical Society of Northern Ireland for over 25 years, received the honorary degree of MSc at the Queen's University, Belfast, on July 5.

The citation by Professor B. L. Moiseiwitsch, Dean of the Faculty of Science, said that Mr Gorman's name was "virtually synonymous" with the Society. As a boy he went to Carrickfergus Model School and then to the Royal Belfast Academical Institution. He studied pharmacy at the Belfast College of Technology and qualified with the PhC in 1940.

He had been secretary to the Society since 1946, being its only full-time officer. "He has frequently been required to show great tact and discretion in dealing with many individuals, and has been guide, philosopher and friend of successive presidents of the Society. He has worked very hard to place pharmaceutical education in Northern Ireland on a sound basis and strongly advocated making entry to the Pharmaceutical Society register only by means of a degree in pharmacy.

"William Gorman played a vital and skilful role in the protracted negotiations which led to the formation of the present Department of Pharmacy at Queen's University together with its chair of pharmacy, and has been in the forefront in the promotion of postgraduate lectures and training. He has been concerned with every aspect of the organisation of the Society's examinations." Honorary secretary of the Benevolent Fund of the Society, he was also largely responsible for instituting a research scholarship at Queen's University in memory of the late C. W. Young, formerly senior lecturer in charge of pharmacy at the College of Technology, by collecting more than £5,000 from members of the Pharmaceutical Society. Mr Gorman is also clerk to the Statutory Committee of the Society.

"William Gorman has shown great loyalty to the Council of the Pharmaceutical Society and has represented the Society at practically every British Pharmaceutical Conference since his appointment.

"The high standing of the Pharmaceutical Society of Northern Ireland reflects the way in which he has steered the progress of pharmacy in Ulster for over a quarter of a century."

Members' tribute

A dinner in honour of Mr Gorman was given by the Society during the evening following the graduation ceremony, and was attended by many leading pharmacists from all over the Province.

Proposing a toast to the Queen's University and its "honorary graduate", Mr T. I. O'Rourke, president, said that the pharmacy department headed by Professor D'Arcy had brought the University and the Society into closer harmony than many

would have thought possible. The honour conferred on Mr Gorman was also recognition of the Society's role in the community. Mr Gorman "in his own quiet, mild mannered and efficient way" had watched over the everyday workings of the Society.

Mr O'Rourke referred to the changes that had occurred over the past 25 years, adding that unfortunately the Society—with the possible exception of education—had had little influence over the destiny of its members. "Politicians of all descriptions, Government departments, civil servants and local authorities seem convinced that they know best the type of pharmacy the public need and they would like to direct the Pharmaceutical Society's policy accordingly."

Professor P. F. D'Arcy, proposing a toast to the Society and its secretary, said that at the degree ceremony the University had acknowledged the contribution William Gorman had made to the University, to his profession, and to the community. He hoped that the strong ties binding the Society and the department would continue and grow stronger with every graduate the department prepared for the profession.

"It has been a splendid day for pharmacy in Ulster, a day that augurs well for our future."

Tights on prescription?

The General Medical Services Committee of the BMA agreed recently that every effort should be made to get tights included in the drug tariff.

This follows a request made to the Department of Health that elastic tights should be available for prescription to women with varicosities in the upper thigh and vulval area. The Department would be willing to allow the use of a made-to-measure garment in surgical elastic net provided that measurements could be taken at the surgery.

Dr B. L. Alexander said there was a real medical need for tights for all those for whom surgical elastic stockings were prescribed, since the vast majority of women now wore tights and no longer had the necessary suspender belts for stockings. There was no reason why the patient should not go to the supplier to be measured, he said.

Below: Mr Gorman (centre) with Mr O'Rourke (left) and Professor D'Arcy at the Society reception. Right: Mr Gorman receives his degree.



Ministers order new hexachlorophane restrictions

The Medicines (Hexachlorophane Prohibition) Order 1973 (Statutory Instrument No 1973/1120. HM Stationery Office, price £0.08) imposing new restrictions on medicinal products containing hexachlorophane was laid before Parliament on July 4.

Coming into operation on July 30, the Order prohibits the importation, sale or supply of medicinal products containing hexachlorophane—whether for human or animal use—except in certain circumstances. It implements in full recommendations of the Committee on Safety of Medicines and the Veterinary Products Committee.

Exceptions to the prohibition will, in general terms, be:

Human Medicines

☐ Freely available—medicinal products containing 0.1 per cent hexachlorophane or less.

☐ Restricted to sale through registered pharmacies—soap in the form of a cake, tablet or bar containing up to and including 2 per cent hexachlorophane; All other medicinal products (except aerosols) containing up to and including 0.75 per cent hexachlorophane.

☐ Prescription only—aerosols, the contents of the container of which contains more than 0.1 per cent hexachlorophane; Soap in the form of a cake, tablet or bar containing more than 2 per cent hexachlorophane; Other medicinal products containing more than 0.75 per cent hexachlorophane.

Any medicinal product containing hexachlorophane (irrespective of the amount) must bear, on the container, a label stating "not to be used for babies" or a warning that it must not be administered, except on medical advice, to a child under two years of age. In addition any soap containing 2 per cent or less hexachlorophane must also bear a label on its container stating "Not to be used for whole body bathing except on medical advice".

Animal Medicines

☐ Freely available—preparations containing hexachlorophane for oral administration to sheep or cattle for prevention or treatment of liver fluke disease; aerosols, the contents of the container of which contain 0.1 per cent of hexachlorophane or less; soaps and shampoos containing up to, and including, 2 per cent hexachlorophane; other medicinal products containing up to and including 0.75 per cent hexachlorophane.

☐ Prescriptions only—aerosols the contents of the container of which contains more than 0.1 per cent hexachlorophane; soaps and shampoos containing more than 2 per cent hexachlorophane; other medicinal products (except those for oral administration to sheep or cattle for liver fluke disease) containing more than 0.75 per cent hexachlorophane.

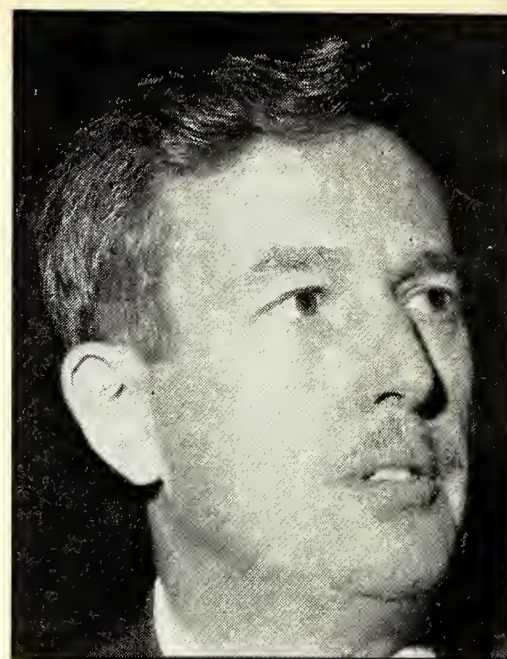
Any medicinal product containing hexachlorophane must bear on its container a label stating "For animal treatment only". In addition, where it is for oral administration for the prevention or treatment of liver fluke disease there must be further warning—a) in the case of cattle, that it must not be used in lactating cattle; and b) in the case of both cattle and sheep, that protective clothing must be worn by the operator when it is being administered.

Except for products containing levels of hexachlorophane which may only be made available on prescription, the Order contains a temporary provision which allows a period of grace of 6 months for the disposal of stocks held by retail outlets provided these were supplied before the date the Order came into operation.

Temporary provision, also for 6 months, allows stocks supplied before the date of the coming into operation of the Order to be sold or supplied without the various warnings as to use.

☐ Colin Harris, BSc, MPS, joint managing director of Hough Hseason & Co Ltd, Chapel Street, Levenshulme, Manchester, manufacturers of Sterzac hexachlorophane baby dusting powder, welcomed the Government Order regulating the use of hexachlorophane in all products. He said no change in the formulation of Sterzac powder has been required since its hexachlorophane content (0.33 per cent) was very low, yet sufficient to prevent infection. Sterzac powder would continue to be available as before (against medical prescription, in hospitals or under the authority of a Medical Officer of Health) for use under medical advice, and the container would bear a statement to that effect in accordance with the Order.

☐ pHisoHex changes—p40.



A. H. Beckett to receive American research award

Professor Arnold Beckett is the recipient of this year's Research Achievement Award in Pharmaceutics from the American Pharmaceutical Association Foundation and the Academy of Pharmaceutical Sciences. The award, sponsored by the Syntex Corporation, includes a \$1,000 honorarium.

Professor Beckett is head of the department of pharmacy at Chelsea College and has published more than 170 research papers. He will be presented with the award by the Academy president Mr C. J. Cavallito on July 26 during the APhA annual meeting in Boston, USA.

Magistrates' script idea

After a series of drugs cases recently, in which several youths admitted using forged prescriptions, Gosport magistrates asked doctors to ensure they struck out any empty space at the bottom of the prescription form. They were perturbed that people attempting to obtain drugs illegally acquired a prescription form for a genuine complaint and then forged an extra item.

BBC 2 highlights Irish antibiotics sales

Could the indiscriminate use of veterinary antibiotics in the Irish Republic pose a danger to human antibiotic therapy in Britain? That question was examined during the BBC2 "Inside Medicine" programme on Monday night when an Irish pharmacist was shown selling a penicillin preparation to a farmer without prescription.

It was pointed out that if the pharmacist did not supply, the post office or some other trader would probably oblige. More likely however was that the farmer would buy from a salesman—who now account for 40 per cent of £4m annual sales.

The programme presenters compared the two weeks' product and four weeks' commercial training of the van salesman with the three years of a pharmacist's course, suggesting that a knowledge of pharmacology might be thought necessary for the

sale of veterinary antibiotics.

Farmers interviewed admitted that their aim was to save veterinary fees, but argued that they were sufficiently well educated these days to "do a good job". Said one: "I'm quite capable of using penicillin—I've used it for 30 years and never killed anything with it yet."

A veterinary lecturer at University College, Dublin, suggested, however, that the use of the scrubbing brush, disinfectant and good animal husbandry would do much to alleviate the problems for which antibiotics were being used.

The presenters referred to the danger of transferable drug resistance highlighted by the Swann report, and saw only one ray of hope—in the EEC requirements which Ireland will have to adopt by 1978. But, they concluded, "a lot of bacteria can acquire resistance in the next five years!"



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Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright (0.14) is a suggested guide. a=Price advanced. r=Price reduced. ●=New entry. d=Delete. c=Correction. i=Insert.

Chemist & Druggist Price Service

Cumulative amendments to July Price List

THREE simple rules for rapid price checking.

1. First look under 'This week's changes.' If the price is not listed . . . 2. Check the cumulative section. If the price is not listed . . . 3. Refer to the last main price list The price is still correct.

	Trade	VAT	Retail inc. VAT		Trade	VAT	Retail inc. VAT	
30 DAY (Wigglesworth)				i	AURORA (Cernelle)			
rheumatic tablets 42	1.13dz	0.11dz	0.16	371947	baby foods			
180	2.10dz	0.21dz	0.29	371955	five fruits, orange and rusk.			
4711 (Scott & Bowne)					7oz	4.50	0.29	022004
Deocologne 150g	($\frac{1}{2}$ dz)	($\frac{1}{2}$ dz)	0.66	372935 i	cereal vegetables 7oz	(2dz) 4.34	0.23	363952
ALBION SOAP (Albion Soap)					cereal with chocolate			
(distributors Alcos)					cereal with honey			
milk and sulphur soap					7oz	3.10dz	0.20	022012
hand	0.682dz	0.068dz	0.09	005894	BARMENE (Mapletons Foods)			
bath size	0.627	0.0627	0.15 $\frac{1}{2}$	367273	pure yeast extract 3 $\frac{1}{2}$ oz	1.48dz	0.16 $\frac{1}{2}$	024996
($\frac{1}{2}$ dz)	($\frac{1}{2}$ dz)				7oz	2.26dz	0.25	025003
ALBUCID (British Schering)					1lb	4.36dz	0.48	025011
eye drops 10% 10ml	0.285	0.0285	0.47 $\frac{1}{2}$ ts4BTS	005924	7lb	2.06	2.60	025038 d
20% 10ml	0.295	0.0295	0.49 ts4BTS	005932	low sodium all sizes			d
30% 10ml	0.295	0.0295	0.49 ts4BTS	005940	BAROSIL (Wigglesworth)			
eye ointment 2 $\frac{1}{2}$ % 4g	0.12	0.012	0.20 ts	005959	50g	1.81dz	0.18dz	025275
6% 4g	0.13	0.013	0.21 $\frac{1}{2}$ TS	005967	BAYOLIN (Bayer Pharmaceutical)			
10% 4g	0.14	0.014	0.23 ts	005975	ointment 35g	0.215	0.215	026093
ALGESAL (Nicholas Labs)					BELTUX (Cernelle)			i
tube 40g	0.15	0.015	0.25	007021	multi-vitamin tablets			
AMAMI (Beecham Toiletory)					100	8.64dz	0.864dz	027685
setting lotion phial	0.765dz	0.076dz	0.09 $\frac{1}{2}$	364983	BENYLIN (Parke Davis)			
AMBRE SOLAIRE (Golden)					paediatric 125ml	2.04dz	0.204dz	028706
face care range					BENZAC (Wigglesworth)			
gentle moisturising					pastilles	1.15dz	0.12dz	028622
cleanser 120g	1.69	0.169	0.90	372498	tablets 15	1.16dz	0.12dz	028630
(3)	(3)	(3)			40	1.93dz	0.19dz	028649
light under make-up					BIOTERGIC (Pharmac)			i
moisturiser 60g	1.69	0.169	0.90	372528	detergent 2kg	1.54	0.154	372390
(3)	(3)	(3)			20kg	13.20	0.132	372404
moisturising treatment					50kg	28.87	0.2887	372412
cream	1.69	0.169	0.90	372501	B.K. (Wigglesworth)			i
(3)	(3)	(3)			backache tablets 25	1.20dz	0.12dz	371823
sheer moisturising film	1.22	0.122	0.65	372536	75	2.00dz	0.20dz	371831
(3)	(3)	(3)			BLACK KNIGHT (British Myers)			i
AMINEX (Liga)					hair spray 180g	0.26	0.026	372870
low protein biscuits	1.80dz	...	0.20	010421	BLISTEZE (Dendron)			
ANACAL (Farillon)					lip salve	1.45dz	0.15dz	032441
ointment 30g	0.86	0.085	1.42	011533	BODY BULK (Mapletons Foods)			
suppositories 10	0.58	0.06	0.96	011541	chocolate and malt 8oz	3.00dz	0.32 $\frac{1}{2}$	033553
ARMORICAINE (Wilcox Laboratories)					1lb	4.76dz	0.59 $\frac{1}{2}$	033561
powder 1 kilo	0.76	0.08	1.26	017809	3lb	1.21	1.61	033588
5 kilo	3.38	0.34	5.58	017817	BOURJOIS (Bourjois)			
ASMAPAX (Nicholas Labs)					rouge rosette brun 117	1.02dz	0.10dz	034150
tablets 30	0.435	0.0435	0.72 ts4B	020117	coral	1.02dz	0.10dz	349267
250	2.825	0.282	4.66 $\frac{1}{2}$ ts4B	020125				

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	Trade	VAT	Retail inc. VAT			Trade	VAT	Retail inc. VAT	
CALMO (Wigglesworth)					i	CUXSON GERRARD (Cuxson Gerrard)			
rheumatic tablets	42	1.13dz	0.11dz	0.16	371858	crepe bandages B.P.C.			
	180	2.10dz	0.21dz	0.29	371866	5cm	1.71dz	0.171dz	0.23 338710
CAMBERWICK GREEN (Wright Layman)						6.25cm	2.16dz	0.216dz	0.29 338729
children's toothpaste		1.48dz	0.148dz	0.18	364223 i	7.5cm	2.47dz	0.247dz	0.34 338737
soap		1.475dz	0.147dz	0.20	364231	10cm	3.31dz	0.331dz	0.45 338745
CAMERON (Wigglesworth)					i	15cm	4.88dz	0.488dz	0.67 338753
syrup	100ml	1.15dz	0.12dz	0.16	371874	CYCLAX (Cyclax)			
	200ml	1.69dz	0.17dz	0.24	371882	Moistura			
CANDOL (Wigglesworth)						cleansing cr	90g	...	1.09 364096
cold sore salve		1.20dz	0.12dz	0.17	041211		185g	...	1.81 364118
C.B.'s (wigglesworth)					d	cleansing lotion	110cc	...	0.90 364126
colts foot bronchials		1.38dz	0.14dz	0.19	044180		230cc	...	1.52 364134
		0.88dz	0.09dz	0.12	044199	face freshener	110cc	...	0.90 364142
CERMIFEX (Cernelle)					i		230cc	...	1.52 364150
iron tablets	100	3.84dz	0.384dz	0.50	045454	light night cream	50g	...	1.42 364169
CERNIDENT (Cernelle)					i		90g	...	2.09 364177
tablets	75	2.64dz	0.264dz	0.35	045462	moisturiser	50g	...	1.38 364185
CERNILTON (Cernelle)					i		90g	...	2.08 364193
tablets	100	12.24dz	1.224dz	1.59	045470	skin bracer	110cc	...	0.90 364207
CERNITIN (Cernelle)					i		230cc	...	1.52 364215
all-round cream		4.92dz	0.492dz	0.64	045489	DAPTAZOLE (Nicholas Labs)			
cleansing cream		4.92dz	0.492dz	0.64	045497	injection 30mg	6	2.015	0.2015 068888
cleansing lotion		4.92dz	0.492dz	0.64	045500		25	7.235	0.7235 11.94 068896
honey ointment		1.80dz	0.18dz	0.28	045519	injection	150mg	0.505	0.0505 0.83 068918
moisturising day cream		4.92dz	0.492dz	0.64	045527	tablets	50	1.565	0.1565 2.58 068926
skin and tissue cream		4.92dz	0.492dz	0.64	045535	D.D.D (DDD)			
special pollen tablets	100	8.40	0.84	1.10	045543	(distributors Dendron)			
sun spray		4.68dz	0.468dz	0.62	045551	ordinary	large	3.36dz	0.336dz 0.39 069434
CERTOR (Macdonald)						extra strong	large	3.36dz	0.336dz 0.39 069469
gauze swabs B.P.C.						cream	jar	2.07dz	0.207dz 0.24 069507
10cm x 10cm	100	0.69	0.07	...	372862 i	DEPTH CHARGE (Scott & Bowne)			
CLOSE UP (Elida-Gibbs)						sea foam bath	130cc	4.32dz	0.432dz 0.53 071552
toothpaste						DUO-AUTOHALER (Riker)			
family		2.775 (1dz)	0.2775 (1dz)	0.35 1/2	372927 i	complete	2.25	0.225	... †s4B 079499
CO-CAPS (Co-Caps)					i	refill	1.00	0.10	... †s4B 079502
imipramine 25mg	50	0.45	0.045	... †s4B	054275	DYLON (Mayborn)			
	250	2.10	0.21	... †s4B	054283	miss dylon suede dye	250cc	6.80dz	0.68dz 0.93 372730
methyldopa 25mg	100	1.70	0.17	...	372757				
	100mg	50	1.55	...	372765	ENERJOIDS (Wigglesworth)			
penicillin v-k 250mg	16	0.18	0.018	... TS	054291		120	1.80dz	0.18dz 0.25 088366
	100	0.94	0.094	... TS	054305	ENGLATE (Nicholas Labs)			
tetracycline 250mg	16	2.30	0.23	... TS	054313	syrup	200ml	0.56	0.056 0.92 088501
	100	0.93	0.093	... TS	054321	tablets	50	0.56	0.056 0.92 088528
COLGATE (Colgate Palmolive)						EQUADIOL (Wyeth)			
dental cream MFP						entire entry			d
standard		5.16 (48)	0.516 (48)	0.15	054658	EUCRYL (Eucryl)			
large		5.67 (36)	0.567 (36)	0.22	054666	tooth powder		1.06dz	0.105dz 0.14 093890 i
ex large		2.50dz	0.25dz	0.29	054674	EXAMOL (Wigglesworth)			
family		3.10dz	0.31dz	0.36	054682	ointment		1.33dz	0.13dz 0.19 095559
fluor with MFP	standard	2.58 (2dz)	0.258 (2dz)	0.15	054690	FAREX (FARLEYS)			
	large	3.78 (2dz)	0.378 (2dz)	0.22	054704	3 cereal	2.50 (2dz)	...	0.13 363936
shaving cream						fingers	2.32 (2dz)	...	0.12 363944
lather or brushless		1.63dz	0.163dz	0.19	054712	FEXIMAC (Nicholas Labs)			
COLIACRON (Enzypharm)						(bufexamac 5% cream)	30g	0.70	0.07 ... 372331
	6	1.18	0.118	1.68	054739	FISHERMANS FRIEND (Lofthouse Chemical)			
	25	4.51	0.451	6.39	054747	linctus	100ml	1.36dz	0.136dz 0.19 100277
COMBIZYM (Farillon)						rubbing ointment		1.90dz	0.19dz 0.25 100285
dragees	60	0.74	0.074	1.22	055328	lozenges		0.90 (20)	0.09 (20) 0.07 100293
	150	1.58	0.16	2.60	055336	FLUAXIN (Cernelle)			
compound	20	0.44	0.045	0.72 1/2	055344	tablets	30	3.60dz	0.36dz 0.47 102555
	100	1.86	0.185	3.07	055352	FRESCA (Victor of Milan)			
	500	7.94	0.795	13.10	055360	Cologne	104	6.66dz	0.666dz 0.95 104930
COMPLAMEX (Calder)							105	12.84dz	1.284dz 1.75 104949
tablets 150mg	30	0.90	0.09	1.49	055468	FUJICA (Hanimex)			
	200	5.80	0.58	9.57	055476	camera 35mm			
	300mg	1.72	0.17	2.94	055484	compact with case	...	...	54.02 363758
	300	14.45	1.45	23.85	055492	ST701 reflex			
COOPERS. (CPC)						f.18 chrome with case	...	...	162.12 363766
diabetic products						f1.8 black with case	...	...	165.17 363774
dessert fruit tins	8oz	1.44dz	...	0.15	056723	f1.4 black with case	...	...	210.29 363782
jellies	7oz	1.68dz	...	0.17 1/2	056758	ST801 f1.8 chrome with case	...	...	185.13 363790
CORIMIST (Schwarzkopf)						cine single-8	...	...	40.03 363804
regular care creme rinse						P1 with pouch	...	...	68.90 363812
	33cc	1.82 (2dz)	0.182 (2dz)	0.12	364061	P300 with pouch	...	...	135.17 363820
	125cc	1.37 (1dz)	0.137 (1dz)	0.36	364088	Z400 outfit	...	...	168.93 363839
CORTUCID (British Schering)						Z450 outfit	...	...	215.82 363847
eye drop cream	3g	0.425	0.0425	0.70 †s4B	059374	Z600 outfit	...	...	245.72 363855
CUSSONS (Cussons)						Z800 outfit	...	...	...
Badedas						projectors			
talc	100g	4.348dz	0.434dz	0.55	372978	Fujicascope M25	...	...	64.74 363863
	200g	7.906dz	0.79dz	1.00	372986	MG90	...	...	140.42 363871
						synchro	...	...	36.00 363898
						GALA OF LONDON (Myram Picker)			
						eye gem	1GU5	2.62dz	0.262dz 0.38 372471
						GATINAR (Wander)			
						syrup	200ml	0.92	0.092 1.52 372749

	Trade	VAT	Retail inc. VAT			Trade	VAT	Retail inc. VAT			
GAYELORD HAUSER (Life and Beauty)						protamine zinc					
juice extractor	9.05	0.905	14.92	108111		40 units	5ml 0.21	0.021	...	†s7 132381	
GENTICIN (British Schering)							10ml 0.39	0.039	...	†s7 132403	
cream	15g 0.51	0.051	0.84 TS	108766		80 units	5ml 0.39	0.039	...	†s7 132411	
eye drops	10ml 0.61	0.061	1.00† TS	108782			10ml 0.78	0.078	...	†TS 372692	
injection 2ml	5 5.875	0.5875	9.69 TS	108790		zinc suspension (lente)					
	25 28.825	2.8825	47.56† TS	108804		40 units	10ml 0.39	0.039	...	†s7 132438	
	100 115.295	11.5295	190.24 TS	371777 i		80 units	10ml 0.78	0.078	...	†s7 132446	
paediatric 2ml	5 2.42	0.242	3.99† TS	108812		amorphous (semilente)					
ointment	15g 0.51	0.051	0.84 TS	108820		40 units	10ml 0.39	0.039	...	†s7 132454	
GLAXO (Glaxo)							80 units	10ml 0.78	0.078	...	†s7 132462
vaccines						crystalline (ultralente)					
tetanus, diphtheria and tetanus							40 units	10ml 0.39	0.039	...	†s7 132470
now marketed by BDH Pharmaceuticals							80 units	10ml 0.78	0.078	...	†s7 132489
diphtheria,tetanus and pertussis						d	Nuso				
GLINTEEL (Wigglesworth)							40 units	10ml 0.39	0.039	...	†s7 132497
lotion	1.09dz	0.11dz	0.16	112003		80 units	10ml 0.72	0.072	...	†s7 132500	
pastilles	1.16dz	0.12dz	0.16	112011		INTERACTION (Enzypharm)					
shampoo	1.05dz	0.11dz	0.15	112038 d		INTERACTION (Enzypharm)					
GLYCOLOGNE (Wigglesworth)							ampoules	6 1.14	0.114	1.63	133124
hand jelly	1.10dz	0.11dz	0.15	112321			25 4.30	0.43	6.21†	133132	
GO-GAY (Curtis, Helene)						i	ISO-AUTOHALER (Riker)				
(distributors Eucryl)							complete	2.10	0.21	...	†s4B 134406
dry and oily	refill 0.85dz	0.085dz	0.12	112801		refill	0.85	0.085	...	†s4B 134414	
GO TROPIC (Wigglesworth)							ISO-BRONCHISAN (Berk)				
suntan oil	80cc 1.65dz	0.17dz	0.23	113654		tablets adult	100 0.83	0.083	1.36 †	134457	
GOULDS (Wigglesworth)							JACQUELLE (Jacquelle)				
gripe mixture	4oz 1.44dz	0.14dz	0.15	113689		hairbrushes	JAC810	0.36	0.036	0.59 372080 i	
GOYA (Goya)							faceclothes				
(distributors Collins)							IMP103	0.06	0.006	0.10	372099 i
Cedar Wood							IMP104,105	0.0725	0.0073	0.12	372102
foam shave travel	0.181	0.0181	0.30	372463		IMP101,110	0.0925	0.0093	0.15	372110	
HELENA RUBINSTEIN (Rubinstein)							IMP109,111,112	0.115	0.0115	0.19	372129
Apple Blossom						12780,IMP108	0.15	0.015	0.25	372137	
bath and shower gel	130cc ...	...	0.95	372854		12781,Jac262D				
HIRUDOID (Farillon)							Jac262L,Jac238F	0.175	0.0175	0.29	372145
cream	40g 0.66	0.065	1.09	123625		Jac140F,263,264	0.2125	0.0213	0.35	136042	
gel	40g 0.66	0.065	1.09	123633		Jac143	0.335	0.0335	0.55	335649	
HOLD & SHINE (Reckitt & Col Toil)							mitt 262M	0.15	0.015	0.25	372153 i
hair spray	120g 1.84dz	0.185dz	0.21‡	124184		nail files					
	200g 1.23	0.123	0.30	124192 i		3in	0.1025	0.0103	0.17	335665	
	(‡dz)	(‡dz)				5in	0.1524	0.0152	0.25†	335673	
HYPON (Wellcome Consumer)							7in	2.05	0.0205	0.34	335703
pack of 1000 tablets						d	JUNIP (Wigglesworth)				
INDIGO (Lofthouse Chemical)							backache tablets	25 1.20dz	0.12dz	0.16	371890
indigestion tablets	1.00	0.10	0.10	129631			75 2.10dz	0.21dz	0.29	371904	
	(20)	(20)				K.B. (Wigglesworth)					
INHALEX (Wigglesworth)							pills	60 1.43dz	0.14dz	0.20	143731
capsules	12 1.25dz	0.13dz	0.18	130354		KEMICETINE (Erba)					
ephedrine nasal oil	15ml 1.07dz	0.11dz	0.16	130362		ophthalmic ointment 1%					
solution	4dr 1.07dz	0.11dz	0.16	130370		KILPAIN (Wigglesworth)					
Insulin A.B. (British Drug House)						cream	70g 1.52dz	0.15dz	0.21	371912	
20 units	10ml 0.21	0.021	0.31 †s7	132047		tooth cure	7ml 0.96dz	0.10dz	0.14	371920	
40 units	5ml 0.21	0.021	0.31 †s7	132055		KINGFISHER (Declon)					
	10ml 0.36	0.036	0.53 †s7	132063		sponges					
80 units	5ml 0.36	0.036	0.53 †s7	132071		toilet	0.83dz	0.083dz	0.12	148032	
	10ml 0.63	0.063	0.92† †s7	132098		bath	1.21dz	0.121dz	0.16	148040	
zinc suspension A.B. Lente						nursery	0.67dz	0.067dz	0.09	148059	
40 units	10ml 0.39	0.039	0.57 †s7	132101		novelty shapes	0.67dz	0.067dz	0.09	372544 i	
80 units	10ml 0.78	0.078	1.14† †s7	132128		triple pack	1.31dz	0.131dz	0.17	372552	
zinc suspension A.B. Semilente						Yogi bear	2.04dz	0.204dz	0.28	372560	
40 units	10ml 0.39	0.039	0.57 †s7	132136		friction	2.40dz	0.24dz	0.33	372579	
80 units	10ml 0.78	0.078	1.14† †s7	132144		car	1.18dz	0.118dz	0.16	372587	
zinc suspension A.B. Ultralente						LEO K (Leo)					
40 units	10ml 0.39	0.039	0.57 †s7	132160		tablets 600mg	100 0.25	0.025	...	363960	
80 units	10ml 0.78	0.078	1.14† †s7	132179		LIBRESSE (Sancella)					
isophane A.B.						sanitary towels	10 5.44	0.544	0.18‡	159646	
40 units	10ml 0.39	0.039	0.57 †s7	132187			(40)	(40)			
80 units	10ml 0.78	0.078	1.14† †s7	132195			20 5.12	0.512	0.35	325899	
globin zinc A.B.							(20)	(20)			
40 units	5ml 0.21	0.021	0.31 †s7	132209		LIGA (Liga)					
80 units	5ml 0.39	0.039	0.57 †s7	132217		infant food	1.055	...	0.11	159972	
protamine zinc A.B.							(2dz)				
40 units	5ml 0.21	0.021	0.31 †s7	132233		LINUS (Chatfield)					
	10ml 0.39	0.039	0.57 †s7	132241		vitamin C powder	0.45	0.045	0.66	161519	
80 units	5ml 0.39	0.039	0.57 †s7	132268		MALLORY (Mallory)					
Nuso neutral A.B.						photographic batteries					
40 units	10ml 0.39	0.039	0.57 †s7	132276		PX19	0.412	0.055	0.60‡	166588	
80 units	10ml 0.72	0.072	1.05† †s7	132284		PX21	0.412	0.055	0.60‡	166596	
Insulin, Boots (Boots)						PX675	0.206	0.027	0.30	166723	
soluble						7 H34	0.442	0.05	0.65	349909	
20 units	10ml 0.21	0.021	...	†s7 132292		MN1400	0.15	0.02	0.22	166782	
40 units	5ml 0.21	0.021	...	†s7 132306			7 R31	0.607	0.061	0.89	349917
	10ml 0.36	0.036	...	†s7 132314		MARVEL (Wigglesworth)					
80 units	5ml 0.36	0.036	...	†s7 132322		tooth cure	9dr 0.96dz	0.10dz	0.14	371939	
	10ml 0.63	0.063	...	†s7 132330		MAWS (Maw)					
320 units	5ml 1.18	0.118	...	†s7 372676		Nursery Products					
globin zinc						baby bathcare	348.12	1.825	0.1825	0.48 170550	
40 units	5ml 0.21	0.021	...	†s7 132349				(‡dz)	(‡dz)		
80 units	5ml 0.39	0.039	...	†s7 132357			348.11	1.35	0.135	0.36 170569	
	10ml 0.78	0.078	...	†s7 372684				(‡dz)	(‡dz)		
isophane						baby powder	100g 351.01	1.05dz	0.105dz	0.14‡ 170623	
40 units	10ml 0.39	0.039	...	†s7 132365			230g 351.04	0.91	0.091	0.25‡ 170631	
80 units	10ml 0.78	0.078	...	†s7 132373			396g 351.00	(‡dz)	(‡dz)		
								1.13	0.113	0.31 170658	
								(‡dz)	(‡dz)		

		Trade	VAT	Retail inc. VAT			Trade	VAT	Retail inc. VAT		
cream	347.01	1.42dz	0.142dz	0.19	170666	100g	150.01	1.669dz	0.166dz	...	171875
lotion 115cc	347.06	1.85 (½dz)	0.185 (½dz)	0.25	170682	500g	152.02	0.575	0.0575	...	171883
						hospital quality					
215cc	347.07	1.37 (½dz)	0.137 (½dz)	0.36	170690	100g	150.03	1.406dz	0.14dz	...	171891
						500g	150.04	0.468dz	0.046dz	...	171905
320cc	347.08	1.71 (½dz)	0.171 (½dz)	0.45	170704	gauze B.P.C.					
						1m x 90cm	151.01	1.21dz	0.121dz	...	171921
oil 125cc	347.21	1.73dz	0.173dz	0.23½	170755	3m x 90cm	151.02	2.554dz	0.255dz	...	171948
215cc	347.22	2.26dz	0.226dz	0.30½	170763	5m x 90cm	151.03	3.836dz	0.383dz	...	171956
baby soap	353.01	1.25 (2dz)	0.125 (2dz)	0.08	170933	10m x 90cm	151.04	0.622	0.0622	...	171964
feeders dinky						gamgee pink label					
glass	360.00	0.84 (½dz)	0.084 (½dz)	0.23	171026	100g	154.01	0.173	0.0173	...	171980
						500g	154.02	0.601	0.0601	...	171999
polycarbonate	360.03	0.81 (½dz)	0.081 (½dz)	0.22	171034	blue label					
						100g	154.03	0.198	0.0198	...	172006
polythene	360.02	0.74 (½dz)	0.074 (½dz)	0.21	171042	500g	154.04	0.67	0.067	...	172014
						lint white B.P.C.					
gripe mixture						25g	152.01	0.896dz	0.089dz	...	172022
150cc	497.03	0.65 (½dz)	0.065 (½dz)	0.18	171050	100g	152.02	2.921dz	0.292dz	...	172030
						500g	152.03	1.107	0.1107	...	172049
junior shampoo 125cc						lint, boric acid B.P.C.					
	348.02	1.97dz	0.197dz	0.26½	171069	100g	152.04	0.259	0.0259	...	172057
215cc						sterilised dressing packs	12	1.43	0.143	...	372919
	348.03	1.44 (½dz)	0.144 (½dz)	0.38½	171077	triangular bandage					
320cc						90cm x 127cm	153.05	0.13	0.013	...	172138
	348.04	1.86 (½dz)	0.186 (½dz)	0.49	171085	MAZOLA (CPC)					
K.L.N.suspension	497.05	0.58 (½dz)	0.106 (½dz)	0.16½	171093	corn oil	16oz	2.455dz	...	0.24½	174173
							32oz	2.255	...	0.45 (½dz)	174203
nylon slimline						Mc KINTOL (Wigglesworth)					
bottle brush	306.02	0.81dz	0.081dz	0.11	171107	dandruff lotion 110ml	1.74dz	0.17dz	0.25	...	174211
petroleum jelly						MEDIHALER DUO					
tube 85cc	338.02	0.79dz	0.079dz	1.10	171115	400 dose	1.00	0.10	...	†s4B	174750
jar 255cc	338.01	1.05 (½dz)	0.105 (½dz)	0.29	171123	MEDIHALER EPI (Riker)	400 dose	0.85	0.085	...	†s4B 174769
						MEDIHALER ISO (Riker)	400 dose	0.85	0.085	...	†s4B 174785
Simple						400 dose	1.00	0.10	...	†s4B 174793	
bottle brush	306.03	0.96dz	0.096dz	0.12	171131	forte 400 dose					
gift set	327.00	14.60dz	1.46dz	1.91	368652	MEGIMIDE (Nicholas Labs)					
mixing jug	306.09	1.46 (½dz)	0.146 (½dz)	0.61½	171220	injection 6x10ml	2.28	0.228	3.76	...	175498
						MENOPAX (Nicholas Labs)					
mixer/spatula	306.10	0.435 (½dz)	0.0435 (½dz)	0.11	171239	cream 20g	0.295	0.0295	0.49	†s4B 176869	
						tablets 60	0.305	0.0305	0.50½	†s4B 176877	
sterilising set	327.05	2.67 (3)	0.267 (3)	1.10	171298	forte 60	0.305	0.0305	0.50½	†s4B 176885	
						MEVILIN-L (British drug House)					
sterilising solution	338.10	1.04 (½dz)	0.104 (½dz)	0.27½	171271	MEVILIN-L (Glaxo)					
						MILTON-AID (Newton)					
soothers Cherub	339.08	1.23 (2dz)	0.123 (2dz)	0.09	171301	(distributors Farillon)					
						cream, tube 1½oz	1.55dz	0.155dz	0.19	...	179159
spare caps & discs						Milton MIL-DENT (Newton)					
306.05	0.58dz	0.058dz	0.09	171212	(distributors Farillon)						
supple oil 125cc	347.11	2.365dz	0.236dz	0.31	171328	denture cleanser					
215cc	347.12	1.67 (½dz)	0.167 (½dz)	0.45	171336		small	1.31dz	0.13dz	0.16	326739
							large	1.965dz	0.195dz	0.24	326747
Nursery Sundries						MINI-DOLL (Steiner, I&M)					
baby blend	346.00	1.41 (2dz)	0.141 (2dz)	0.10	171409	tweezers assorted					
						No.170-174	2.18dz	0.218dz	0.30	...	355119
feeding beaker	396.45	1.88dz	0.188dz	0.25	171484	automatic No.300	6.18dz	0.618dz	0.85	...	355127
feeding set 3 pce						MODECATE (Squibb)					
	396.30	3.72dz	0.372dz	0.49½	171492	ampoules 1ml	10	11.30	1.13	...	†s4B 364029
5 pce						MOTHAKS (Eucryl)					
	396.05	4.04dz	0.404dz	0.56	171506	aerosols					
plastic bibs	397.60	0.48 (½dz)	...	0.12	171530	Crispfit starch	1.32dz	0.13dz	0.18	...	372625 i
						MOVELAT (Farillon)					
terry bibs	397.52	1.14dz	...	0.14	171441	cream 25g	0.46	0.045	0.76	...	185582
Proprietaries						50g	0.74	0.075	1.22	...	185590
junior antiseptic cr	437.07	1.35dz	0.135dz	0.20	171654	MYAMBUTOL (Lederle)	100	2.30	0.23	...	186538
						tablets 100mg	500	11.30	1.13	...	186546
orange halibut tablets	498.00	3.33dz	0.333dz	0.46	171689	400mg	100	8.24	0.824	...	186554
							500	40.68	4.068	...	186562
soluble junior aspirin	499.00	0.89dz	0.089dz	0.12½	171700	MYNAH (Lederle)					
						tablets 200	84	4.01	0.401	...	TS 186953
zinc and castor oil						250	84	4.98	0.498	...	TS 186961
tube	337.11	1.29dz	0.129dz	0.17	171719	300	84	5.94	0.594	...	TS 186988
jar	337.12	1.45dz	0.145dz	0.19	171727	365	84	7.20	0.72	...	TS 186996
Surgical Dressings						NEO-MERCAZOLE (British Schering)					
bandages B.P.C.						tablets	100	0.695	0.0695	1.15	191302
2.5cm x 5m	153.01	0.372dz	0.037dz	...	171735	500	3.00	0.30	4.95	...	191310
5cm x 5m	153.02	0.648dz	0.064dz	...	171743	NEUTRADONNA (British Schering)					
7.5cm x 5m	153.03	0.92dz	0.092dz	...	171751	powder	25g	0.12	0.012	0.20	†s7 192384
10cm x 5m	153.04	1.193dz	0.119dz	...	171778	100g	0.34	0.034	0.56	†s7 192392	
crepe						tablets 120	0.815	0.0815	1.35	†s7 192406 i	
5cm x 4.5m	153.06	1.00 (½dz)	0.10 (½dz)	...	171786	NEUTRADONNA SED (British Schering)					
						powder 100g	0.555	0.0555	0.92	†s1s4A 192414	
7.5cm x 4.5m	153.07	1.432 (½dz)	0.1432 (½dz)	...	171794	tablets 50	0.425	0.0425	0.70½	†s1s4A 192422	
10cm x 4.5m	153.08	1.93 (½dz)	0.193 (½dz)	...	171808	NORGESIC (Riker)					
						tablets	100	0.83	0.083	...	†s4B 194778
15cm x 4.5m	153.09	2.754 (½dz)	0.2754 (½dz)	...	171816	500	3.87	0.387	...	†s4B 194786	
						NORMACOL (Norgine)					
cellulose tissue	154.06	0.385	0.0385	...	171840	2½kg	4.00	0.40	6.60	...	194980
cellulose wadding	154.05	0.246	0.0246	...	171859	2½kg	4.00	0.40	6.60	...	195030
cotton wool B.P.C.						X (40g)	50	6.25	0.625	10.31	195049
25g	150.00	0.594dz	0.059dz	...	171867	NOVERIL (Wander)					
						tablets	100	1.80	0.18	...	†s4B 196444

		Trade	VAT	Retail inc. VAT			Trade	VAT	Retail inc. VAT	
No.7 (Wigglesworth)										
ointment	25g	1.33dz	0.13dz	0.19 †	000418	POLYCROL (Nicholas Labs)				
NU-NALE (DDD)						tablets	200	1.59	0.159	2.62½
(distributors Dendron)						forte	100	1.25	0.125	2.06½
cream		1.45dz	0.145dz	0.19	198293	gel	300ml	0.625	0.0625	1.03½
liquid		1.45dz	0.145dz	0.19	198315	forte	300ml	0.735	0.0735	1.21½
NYSTAN (Squibb)						PONDERAX (Servier Laboratories)				
cream	100g	3.00	0.30	...	TS	tablets	100	2.10	0.21	...
gel	30g	1.00	0.10	...	TS		500	10.14	1.014	...
ointment	100g	2.40	0.24	...	TS	POTTER & MOORE (Potter & Moore)				
OBLIVON (British Schering)						English Lavender				
capsules	25	0.39	0.039	0.64½ †s4B	199923	shaker talc	100g	2.40dz	0.24dz	0.37
	100	1.175	0.1175	1.94 †s4B	199931	POTTERS (Potter & Clarke)				
elixir	100ml	0.31	0.031	0.51 †s4B	199958	asthma remedy		2.35dz	0.235dz	0.29
OBLIVON-C (British Schering)						cigarettes		2.28dz	0.228dz	0.28
Ovets	100	1.105	0.1105	1.82½ †s4B	199966	pastilles				
OCULUCIDON (Enzypharm)						catarrh		1.28dz	0.128dz	0.17½
ampoules (vet.)						childrens cough		1.28dz	0.128dz	0.17½
	2ml x 6	1.18	0.118	1.68 VS	200026	PRIMES (Newton)				
	25	4.63	0.463	6.63 VS	200034	(distributors Farillon)				
OMNIPED (International Foot)						3 roll	1.55dz	0.155dz	0.19	227358
foot cream	1½oz	0.16	0.02	0.24	201812	PYOPEN (Beecham Research)				
foot cushions	pair	0.76	0.08	1.19	201820	injection vial 5g/50ml	6	17.56	1.756	...
renewal bands		0.16	0.02	0.24	201839	pack of 5				...
Homy-ped sandals						5g/50ml	6	17.56	1.756	...
flat heel		1.50	0.15	2.48	372307	RAPID (Wigglesworth)				
wedge heel		2.57	0.26	4.25	372323	energy tablets	50	1.40dz	0.14dz	0.20
platform		2.57	0.26	4.25	372323	REMINGTON (Remington)				
Capri, Grace, Sorrento						hairstyler	family	4.39	0.439	6.45
shoe cushions ladies	pair	0.87	0.09	1.38	201871	shavers				
gents	pair	1.03	0.10	1.65	201898	F2		7.74	0.774	11.35
OPAS (Wigglesworth)						GT2 battery model		4.60	0.46	6.75
powder						Lectroblade 21		6.13	0.613	8.99
	2oz	0.67dz	0.07dz	0.09	202118		100	4.94	0.494	7.25
	4oz	1.44dz	0.14dz	0.16	202126		23	7.31	0.73	10.71
	8oz	1.82dz	0.18dz	0.26	202134		26	8.57	0.86	12.57
tablets						Lectroblades	LB2	2.83	0.28	0.69
	33	0.84dz	0.08dz	0.12	202142		LB3	4.05	0.41	0.99
	66	1.37dz	0.14dz	0.19	202150	Selectro 2		8.15	0.815	11.95
	99	1.99dz	0.20dz	0.28	202169	Selectro 3		9.51	0.951	13.95
roll	12	1.40	0.14	0.08	202177	Selectro 5		13.61	1.361	19.95
	(36)		(36)			RESTWELL (Wigglesworth)				
ORASECRON (British Schering)						tablets	16	1.40dz	0.14dz	0.20
tablets	10	0.39	0.039	0.64½ †s4B	203181	RHEUMAJECTA (Enzypharm)				
	25	0.80	0.08	1.32 †s4B	203203	ampoules 2ml	6	1.14	0.114	1.63
	100	2.86	0.286	4.72 †s4B	203211		25	4.39	0.439	6.25
PAEDO-SED (Pharmax)						RITTER (Cernelle)				
sachets	5ml x 10	0.145	0.0145	0.21½ †s4B	364258	Vital capsules	96	8.76dz	0.876dz	1.07
pack of 5ml x 12						ROTER (F.A.I.R.)				
PAINLEASE (Wigglesworth)						tablets	20	0.19	0.019	0.28½
cream	70g	1.52dz	0.15dz	0.21	371998		40	0.36	0.036	0.53
PALAPRIN (British Schering)							120	1.02	0.102	1.46
tablets forte	100	0.94	0.094	1.55	208094		500	3.94	0.394	5.72
PALMOLIVE (Colgate Palmolive)						ROYAL SWEDEN (Jacquelle)				
shampoo		2.55	0.255	0.22	208264	hairbrushes				
	(1½dz)		(1½dz)			handbag	15505,15565	0.395	0.0395	0.65
shave cream lather						mixture	17001/2/3/4/5	0.77	0.077	1.27
or brushless	large	1.63dz	0.163dz	0.19	208272	17006		0.82	0.082	1.35
	giant	2.32dz	0.232dz	0.27	208280	pure bristle				
shaving stick refill		1.96	0.196	0.11	208299	17071,17073/4/5		1.43	0.143	2.36
	(2dz)	(2dz)	(2dz)			shell combs	108,110	0.14	0.014	0.23
soap green	toilet	4.40	0.44	0.07½	208302		152,163	0.17	0.017	0.28
	(72)	(72)				R.S. (Wigglesworth)				
	bath	4.10	0.41	0.10½	208310	aspirin tablets	100	1.10dz	0.11dz	0.13
	(48)	(48)				cold & flu mixture	150ml	1.67dz	0.17dz	0.23
	family	3.79	0.379	0.13	208329	R.V.T. (Wigglesworth)				
	(36)	(36)				tonic elixir	230ml	1.87dz	0.19dz	0.25 †
gold	bath	4.10	0.41	0.10½	208337	SACSOL (Wigglesworth)				
	(48)	(48)				tablets	200	1.07dz	0.11dz	0.13
	toilet	2.19	0.219	0.07½	341940	SANOVITE (Liga)				
	(36)	(36)				wholewheat slices		1.44dz	...	0.15
PANALEVE (Wigglesworth)						SAVIAND (Granose)				
elixir	56ml	1.72dz	0.17dz	0.24	208620		10oz	2.01dz	...	0.21
tablets	25	1.17dz	0.12dz	0.15	208639		16oz	2.73dz	...	0.28½
	50	2.57dz	0.26dz	0.29	208647	SCORVITE (Wigglesworth)				
	100	3.33dz	0.33dz	0.46	208655	tablets	14	1.76dz	0.18dz	0.24
PARASELTZER (Wander)						SCOTTS. (Scott & Bowne)				
tablets	100	1.27	0.127	...	372900	cod liver oil capsules	100	4.32dz	0.43dz	0.42
PASINAH-25 (Wander)						SEPICHLOR (Wigglesworth)				
cachets	240	2.95	0.295	...	TS	lozenges	20	1.20dz	0.12dz	0.17
packs of 100 and 500						SILVESTRE (Victor of Milan)				
PASINAH-33 (Wander)						Cologne	265	3.50dz	0.35dz	0.48
cachets	240	2.98	0.298	...	TS		260	6.70dz	0.67dz	0.92
packs of 100 and 500							261	10.55dz	1.055dz	1.50
PEARL DROPS (Carter Wallace)						SIMPLE (Albion Soap)				
tooth polish						(distributors Alcos)				
	42g	1.95dz	0.195dz	0.23	363979	complexion soap	hand	0.682	0.0682	0.09
	78g	3.08dz	0.308dz	0.37	363987			(½dz)	(½dz)	
PEDRIAN (Wigglesworth)							bath size	0.608	0.0608	0.15
foot salve		1.20dz	0.12dz	0.17	213462	hand care		0.859	0.0859	0.23½
POLLITABS (Cernelle)								(½dz)	(½dz)	
tablets	100	8.04dz	0.804dz	1.04	222879	SLIM MAID (Wigglesworth)				
	250	4.17	0.417	2.18	222887	tablets	50	2.31dz	0.23dz	0.32
	(3)	(3)	(3)			Sodium r-Lactate Solution (Lilly)				
						amps pack of 25				

	Trade	VAT	Retail inc. VAT			Trade	VAT	Retail inc. VAT	
SOFRA TULLE (Roussel)						VAXIHALER-FLU (Riker)			
pieces 10cm x 10cm (10)	0.43	0.043	... TS	265292		entire entry			d
SOIR DE PARIS (Bourjois)						VESAGE (Wigglesworth)			i
perfume 115	2.68dz	0.27dz	0.40	265403		antiseptic ointment			
SOOTHADENT (Maw)						500g	0.74	0.07	1.22
teething liquid	1.715dz	0.171dz	0.24	267287		VICTOR (Victor of Milan)			i
SPASTIPAX (Nicholas Labs)						Acqua di Selva			
tablets 30	0.435	0.0435	0.72 †s1s4A	268763		Cologne	25cc	3.50dz	0.35dz 0.48
SPRAY NET (Curtis, Helene)							55cc	6.70dz	0.67dz 0.92
(distributors Eucryl)							110cc	10.55dz	1.055dz 1.50
dial							210cc	18.24dz	1.824dz 2.50
standard	1.85dz	0.185dz	0.22	269727			420cc	28.68dz	2.868dz 4.00
economy	2.78dz	0.28dz	0.36‡	269735		atomizer			
sachet	0.53dz	0.055dz	0.07	269743		after shave			
STA-BLOND (Scott & Bowne)						cream	95g	3.54dz	0.354dz 0.48
shampoo bottle	2.20dz	0.22dz	0.27‡	351156		lotion	60cc	4.32dz	0.432dz 0.60
STEEDMANS (Scott & Bowne)							110cc	6.66dz	0.666dz 0.95
nappy cream 55g	1.80dz	0.18dz	0.22	270369			140cc	10.08dz	1.008dz 1.40
SUPER-DOLL (Steiner, 1& M)						aerosol	80cc	10.08dz	1.008dz 1.40
nail clippers 'b'	2.10dz	0.21dz	0.29	275549		anti-perspirant spray			
de luxe	2.18dz	0.218dz	0.30	275565		bath foam	140cc	6.48dz	0.648dz 0.90
toe nail clippers N	2.84dz	0.284dz	0.39	275581			350cc	14.40dz	1.44dz 1.98
pliers No.140	6.54dz	0.654dz	0.90	275603		brilliantine solid	63g	3.90dz	0.39dz 0.55
SUPERSOFT (Reckitt & Col Toile)						deodorant stick	30g	2.58dz	0.258dz 0.36
hair spray 320g	4.09dz	0.409dz	0.51‡	372439			57g	4.62dz	0.462dz 0.64
SUSIES (Wigglesworth)						spray	100cc	4.62dz	0.462dz 0.64
perfect cleaner	1.35dz	0.14dz	0.19	276952			150cc	6.12dz	0.612dz 0.85
T & C (Eucryl)						extra dry deodorant			
saccharin tablets 100	1.20	...	...	372633		spray		4.62dz	0.462dz 0.64
	(72)	...	...			hair cream	88g	3.54dz	0.354dz 0.48
	500	0.89dz	...	372641		hair tonic	280cc	5.64dz	0.564dz 0.84
	1000	1.61dz	...	372668		pre-shave	80cc	5.40dz	0.54dz 0.75
TANCOLIN (Maw)						shaving cream			
childrens linctus 100cc	1.825dz	0.182dz	0.24 †DDI	279927		brushless	90g	2.88dz	0.288dz 0.40
2l	1.82	0.182	... †DDI	279935		lather	90g	2.88dz	0.288dz 0.40
TANDACOTE (Geigy)						shaving foam	198g	5.40dz	0.54dz 0.75
(oxyphenbutazone)						soap	100g	2.28dz	0.228dz 0.30
tablets 100mg 100	2.23	0.223	... †s4B	372609		talcum	85cc	4.32dz	0.432dz 0.60
500	10.91	1.091	... †s4B	372617		V by Victor			
THEREX (Newton)						after shave	165	6.00dz	0.60dz 0.85
(distributors Farillon)							166	11.90dz	1.19dz 1.75
tablets 14	1.635dz	0.16dz	0.20 †	284610		Cologne	160	6.66dz	0.666dz 0.95
THERM (Wigglesworth)							161	13.20dz	1.32dz 1.95
cream 70g	1.52dz	0.15dz	0.21	371971		WANDER (Wander)			
TOLNATE (Smith Kline)						diabetic chocolate			
Spansule capsules 60mg						plain, nut, milk	2½oz	1.11dz	... 0.12
pack of 30 & 250						milk assortment		0.99	... 0.22
TOMMEE TIPPEE (Jacqueline)							(½dz)		
baby products						diabetic chocolate bars			
TT01	...	...	0.15	289108 d		coffee milk, orange milk,			
TT04	0.255	0.0255	0.42	289116		plain mint 30g	1.11	...	0.06
TT06	0.09	0.009	0.13‡	289132			(2dz)		
TT07	0.0788	0.0078	0.13	289140		WATERFALL (Dendron)			
TT10	0.36	0.036	0.59	372161 i		bubble bath	1.15	0.12	0.05
TT11	...	...	0.30	372951			(36)	(36)	
WP159	0.255	0.0255	0.42	289361		WERNETS, Dr. (Stafford Miller)			
WP34	0.152	0.0152	0.25	289248		super small	1.64dz	0.164dz	0.21‡
TOUCH & GO (Wigglesworth)						WILKINSON (WilkinsonSword)			
corn cure 9cc	1.04dz	0.10dz	0.14	371785		shaving foam	200g	0.95	0.095 0.28
TRISCAL (Nicholas Labs)							(½dz)	(½dz)	
300ml	0.34	0.034	0.56	326178			400g	1.59	0.159 0.47
TROBICIN (Upjohn)							(½dz)	(½dz)	
(spectinomycin dihydrochlor pentahyd						WITCH DOCTOR (Ethichem)			i
equiv. to spectinomycin 2g)						(distributors Farillon)			
vial with diluent	1.47	0.147	... TS	372358		witch hazel gel	35g	1.72dz	0.17dz 0.21
TUSOERON (Wigglesworth)						WITCH STIK (Ethichem)			i
pastilles 30	1.05dz	0.11dz	0.14 †	294314 d		(distributors Farillon)			
syrup 56ml	1.32dz	0.13dz	0.18 †	294322			10g	2.37dz	0.237dz 0.29
114ml	2.03dz	0.20dz	0.29 †	294330		WRIGHT'S (Wright layman)			
ULCANON (Wigglesworth)						coal tar soap	toilet	2.09	0.209 0.08
15ml	1.28dz	0.13dz	0.18	295132			(36)	(36)	
Gelets	1.16dz	0.12dz	0.16	295140		bath	2.035	0.2035	0.11‡
ULTRA-BRITE (Colgate Palmolive)							(2dz)	(2dz)	
toothpaste standard	5.16	0.516	0.15	295264		giant	1.395dz	0.139dz	0.16
(48)	(48)					toilet	2.09	0.209	0.08
large	5.67	0.567	0.22	295272			(36)	(36)	
(36)	(36)					bath	2.035	0.2035	0.11‡
ex large	2.50dz	0.25dz	0.29	295280			(2dz)	(2dz)	
family	3.10dz	0.31dz	0.36	295299		giant	1.395dz	0.139dz	0.16
VANEXANE (Wigglesworth)						lemon soap	1.63	0.163	0.08‡
head lotion 56ml	1.10dz	0.11dz	0.16	298212			(2dz)	(2dz)	
VA-PINE (Maw)						sandalwood soap	1.63	0.163	0.08‡
	1.11dz	0.111dz	0.15‡	298379			(2dz)	(2dz)	
VARTA (Varta)						YEASTREL (Mapletons Foods)			
batteries							3½oz	1.29dz	... 0.14
blue	212	...	0.07	345431			7oz	1.98dz	... 0.22
	213	...	0.06	345458			1lb	1.86	... 0.43
	251	...	0.04‡	345474			(½dz)		
red	28	...	0.27	345598		YESTAMIN (TrentLabs)			
	244	...	0.05‡	345660			1000	2.60	0.26 0.73
	489	...	0.32	345717			(½dz)	(½dz)	
VASCARDIM (Nicholas Labs)						ZAROXOLYN 10 (Pennwalt)			
tablets 10mg 100	1.215	0.1215	2.01	299138		(metolazone)			
VASOLASTINE (Enzypharm)						tablets 10mg 100	3.75	0.375	6.19
ampoules 2ml 6	1.18	0.118	1.68	299707		ZAROXOLYN 5 (Pennwalt)			
25	4.63	0.463	6.63	299715		(metolazone)			
100	17.32	1.732	24.46	299723		tablets 5mg 100	2.80	0.28	4.62

AMENDMENTS TO KEY TO SUPPLIERS

Boehringer Ingelheim Ltd

Southern Industrial Estate
Bracknell
Berkshire
0344 24600

Pennwalt Pharmaceuticals UK.

Division Of S.S. White Ltd
32 Clarendon Road
Harrow
Middlesex

Rapidol Ltd

22 St. Margaret's Road
Hanwell
London W7
01 579 1221

THIS WEEKS CHANGES

	Trade	VAT	Retail inc. VAT						
4711 (Scott & Bowne)									
Colognettes	6240	...	0.15	001007 a					
	6230	...	0.28	001015					
eau de Cologne									
original shape	6001	...	4.80	001023					
	6002	...	3.45	001031					
	6003	...	2.25	001058					
	6004	...	1.50	001066					
	6005	...	0.82	001074					
aerosol spray	6022	...	1.05	001082					
trial size	6007	...	0.29	001090					
watch shape	6006	...	0.46	001104					
deodorant aerosol	6691	...	0.42	001112					
Ice Cologne									
aerosol	6350	...	0.82	001155					
flow on	6352	...	0.35	001163					
splash on	6351	...	0.62	001171					
soap	6459	...	0.27	001201					
solid stick	6132	...	0.39	001228					
talcum	6570	...	0.35	001236					
ABACID (Ticen)				i					
(distributors Greenkem)									
(aluminium hydroxide gel (dried)									
400mg, magnesium trisilicate 200mg,									
per 10ml of suspension)									
suspension	140ml	0.54	0.054	...	373214				
ABACID PLUS (Ticen)				i					
(distributors Greenkem)									
(aluminium hydroxide gel (dried)									
400mg, magnesium trisilicate 200mg,									
polymethyl siloxane 40mg, dicyclomine									
hcl. 5mg, per 10ml of suspension)									
suspension	275ml	0.99	0.099	...	TS	373222			
AMYTAL (Lilly)				d					
tablets 100mg pack of 5000									
ANDRE PHILIPPE (Andre Philippe)									
bubble bath									
decanter	8	5.45dz	0.545dz	0.75	012238●				
toilet water									
decanter (Col) (Lav)									
	26	5.45dz	0.545dz	0.75	012432				
existing entries for above items				d					
bubble bath									
trio gift pack	22	4.25dz	0.425dz	0.59	372994●				
gay hussar				d					
ANZORA (Edwards, Lawrence)				i					
hair cream	5oz	1.80dz	0.18dz	0.25	373389				
Viola	5oz	1.80dz	0.18dz	0.25	373397				
ASPRO (Nicholas Prods)									
tablets									
soluble				d					
AURORA (Cernelle)									
baby foods									
five fruits, orange and									
rusk	7oz	6.05	...	0.39	022004 a				
	(20)								
cereal vegetables	7oz	3.72	...	0.24	363952				
	(20)								
cereal with chocolate									
cereal with honey	7oz	3.72	...	0.24	022012				
	(20)								
BELTUX (Cernelle)									
multi-vitamin tablets	100	9.16	0.916	1.20	027685 a				
	(10)								
BERKDOPA (Berk)									
capsules 250mg	100	1.84	0.184	3.04 †s4B	372781 c				
500mg	100	3.59	0.359	5.92 †s4B	372773				
BRAGG'S (Bragg)									
biscuits	6½oz	3.98	0.398	0.23	034657 a				
	(2dz)								
	13oz	3.56dz	0.356dz	0.42	034665				
	(48)			0.15	034681				
dog biscuits	7oz	5.20	0.52						
	(48)								
	14oz	4.50	0.45	0.25	034703				
	(2dz)								
	7lb	4.64	0.464	1.60	034711				
	(4)								
tablets	50	5.16	0.516	0.15	034738				
	(48)								
	100	4.02	0.402	0.23	034746				
	(2dz)								
	250	4.44dz	0.444dz	0.51	034754				
CALPOL (Wellcome Consumer)									
tablets	50	2.16dz	0.216dz	0.29 †	040886 c				
	1000	2.30	0.23	3.79 †	040908				
CERMIFEX (Cernelle)									
iron tablets	100	4.12dz	0.412dz	0.54	045454 a				
CERNILTON (Cernelle)									
tablets	100	12.86dz	1.286dz	1.68	045470 a				
CERNITIN (Cernelle)									
all round cream		5.21dz	0.521dz	0.68	045489 a				
cleansing cream		5.21dz	0.521dz	0.68	045497				
cleansing lotion		5.21dz	0.521dz	0.68	045500				
honey ointment		1.89	0.189	0.30	045519				
	(10)								
moisturising day									
cream		5.21dz	0.521dz	0.68	045527				
skin and tissue									
cream		5.21dz	0.521dz	0.68	045535				
special pollen									
tablets	100	8.40	0.84	1.10	045543				
sun spray		4.68dz	0.468dz	0.62	045551				
CONOTRANE (WB Pharmaceuticals)									
silicone cream	25g	0.15	0.015	0.25 †	055743 a				
	60g	0.27	0.027	0.45 †	055751				
	200g	0.68	0.068	1.12 †	055778				
	500g	1.32	0.132	2.18 †	055786				
	2k	3.76	0.376	6.20 †	055794				
COOPERS (Cooper McDougall)									
aerosols									
flykiller									
super		2.25dz	0.225dz	0.27 †	056812 a				
large					d				
de-icer									
spray starch									
crawling insect killer									
window cleaner									
COVEXIN 8 (Burroughs Wellcome)									
vaccine (vet.)	50ml	0.97	0.097	...	061166 a				
	100ml	1.73	0.173	...	061174				
	250ml	3.65	0.365	...	061182				
D.C.L. (Distillers)									
malt extract	1lb	1.95dz	...	...	069299 a				
	2lb	3.65dz	...	...	069302				
malt with C.L.O.	1LB	2.00dz	0.20dz	...	069310				
	2lb	3.75dz	0.375dz	...	069329				
butterscotch flavour									
	1lb	2.00dz	0.20dz	...	069345				
	2lb	3.75dz	0.375dz	...	069353				
malt with orange juice									
	1lb	2.25dz	...	...	069361				
DEPTH CHARGE (Scott & Bowne)									
sea foam bath	130cc	2.25	0.225	0.55	071552 a				
	(½dz)								
DIETADE (Appleford)									
canned fruits in fruit sugar									
apricots, fruit salad, peaches									
pears, pineapple	8oz	1.65dz	...	0.18	073997				
existing entry for 7oz cans					d				
conserves in fruit sugar					i				
apricot, black grape,									
marmalade with peel		2.70dz	...	0.30	373427				

Safapryn*

brand of enteric-coated acetylsalicylic acid with paracetamol

*Trade Mark

for musculo-skeletal pain

provides
high-dose
aspirin free
from gastric
irritation



Pfizer
Pfizer Limited
SANDWICH, KENT

17422

Oraldene

A chemist-only product
with high profit margin



William R. Warner & Company Ltd.,
Eastleigh, Hants. Tel. Eastleigh 3131

		Trade	VAT	Retail				Trade	VAT	Retail				
				inc.	VAT					inc.	VAT			
black cherry		2.86dz	...	0.30	373435	135-20		0.241	0.0241	0.38	127477			
fruit sugar	8oz	3.90	...	0.26	074039 a	135-36		0.321	0.0321	0.50½	127485			
		(20)				220		3.85	0.385	0.63½	354872			
low calorie salad								(10)	(10)					
dressing	1.80dz	...		0.20	074047	935		0.187	0.0187	0.29	127493			
ready meals						5 metres		0.48	0.048	0.75½	127507			
Chicken Fricassee	6.00dz	...		0.67	373443	17 metres		1.48	0.148	2.32½	127515			
Goulash Hungarian						HP4								
Style	6.36dz	...		0.71	373451	135-20		0.241	0.0241	0.38	127531			
Lamb Ragout	5.76dz	...		0.65	373478	135-36		0.321	0.0321	0.50½	127558			
Turkey ITALIAN						220		3.85	0.385	0.63½	354880			
Style	6.36dz	...		0.71	373486	(10)		(10)						
DOLASAN (Lilly)						935		0.187	0.0187	0.29	127566			
(dextropropoxyphene napsylate 100mg; acetyl-						5 metres		0.48	0.048	0.75½	127574			
salicylic acid 325mg)						17 metres		1.48	0.148	2.32½	127582			
tablets	100	1.30	0.13	...	†s1	373338	Pan F							
ECONOCIL V-K (Chelsea Drug)							135-20	0.241	0.0241	0.38	127590			
granules for syrup 100ml	0.33		0.033	...	TS	081051 c	135-36	0.321	0.0321	0.50½	127604			
tablets 125mg	500	3.43	0.343	...	TS	081086	935	0.187	0.0187	0.29	127612			
ECONOMYCIN (Chelsea Drug)							5 metres	0.48	0.048	0.75½	127620			
syrup	100ml	0.27	0.027	...	TS	081132 i	17 metres	1.48	0.148	2.32½	127639			
	500ml	1.25	0.125	...	TS	081140	paper Illobrom,							
packs of 2oz & 16oz							single weight							
ENDOXANA (WB Pharmaceuticals)							2½ x 3½	100	0.36	0.036	0.59½	127647		
tablets 10mg	50	0.39	0.039	0.64	†s4A	088064 a	3½ x 3½	100	0.47	0.047	0.77½	335924		
	250	1.70	0.17	2.81	†s4A	349704	(10)	(10)						
	50mg	50	1.25	2.06	†s4A	088072	3½ x 4½	100	0.59	0.059	0.97½	127655		
	250	5.55	0.555	9.16	†s4A	088080	3½ x 5	100	0.63	0.063	1.04	335932		
vials 100mg	10	2.28	0.228	3.76	†s4A	088099	3½ x 5½	25	0.23	0.023	0.38	127663		
200mg	10	3.28	0.328	5.41	†s4A	088102		100	0.69	0.069	1.14	127671		
500mg	1	0.57	0.057	0.94	†s4A	088110	4½ x 6½	25	0.33	0.033	0.54½	127698		
1000mg	1	1.00	0.10	1.65	†s4A	088129		100	1.03	0.103	1.70	127701		
EUGYNON 30 (Schering Chemicals)							6½ x 8½	10	0.25	0.025	0.41½	335940		
tablets	21	0.30	0.03	0.49½	†s4B	372447 c		25	0.55	0.055	0.91	127728		
EUGYNON 50 (Schering Chemicals)								100	1.77	0.177	2.92	127736		
tablets	21	0.30	0.03	0.49½	†s4B	372455 c	8 x 10	10	0.35	0.035	0.58	335959		
EVER READY. (Personna)								100	2.45	0.245	4.04½	335967		
Pal injector blades						d	8 x 13	100	3.28	0.328	5.41	335975		
FENJAL (Scott & Bowne)							10 x 10	100	3.16	0.316	5.21½	335991		
beauty soap	1.43	0.143	0.35	0.97985 a			10 x 11	100	3.45	0.345	5.69½	336009		
	(½dz)	(½dz)					10 x 12	10	0.50	0.05	0.82½	336017		
'Classic' or 'Fresh'								100	3.76	0.376	6.20½	336025		
creme bath	21cc	3.76	0.376	0.23	097993		12 x 15	10	0.75	0.075	1.24	336033		
	(2dz)	(2dz)						100	5.61	0.561	9.25½	336041		
	42cc	1.84	0.184	0.45	098000		16 x 20	10	1.31	0.131	2.16	336068		
	(½dz)	(½dz)					20 x 24	10	2.02	0.202	3.33½	336076		
	98cc	3.68	0.368	0.90	098019	double weight								
	(½dz)	(½dz)					3½ x 4½	100	0.68	0.068	1.12	127744		
	231cc	1.23	0.123	1.80	098027		3½ x 5	100	0.75	0.075	1.24	336084		
decanter	140cc	1.26	0.126	1.85	098035		3½ x 5½	25	0.26	0.026	0.43	127752		
Satin Touch talc	100g	1.84	0.184	0.45	098051			100	0.81	0.081	1.33½	127760		
	(½dz)	(½dz)					4½ x 6½	25	0.37	0.037	0.61	127779		
FRANTIN (Burroughs Wellcome)								100	1.21	0.121	1.99½	127787		
paste cartridges (vet.)	6	5.28	0.528	7.92	104256 a		6½ x 8½	10	0.28	0.028	0.46	336092		
powder	250g	3.04	0.304	4.56	104264			25	0.62	0.062	1.02½	127795		
GAYELORD HAUSER. (Associated Health)								100	2.11	0.211	3.48	127809		
extra potency yeast							8 x 10	10	0.39	0.039	0.64½	336106		
tablets	100	1.92dz	0.192dz	0.26½	108189 c			100	2.89	0.289	4.77	336114		
	250	3.52dz	0.352dz	0.48½	108197		10 x 11	100	4.11	0.411	6.78	336122		
molasses black	1lb	1.76dz	...	0.22	108200		10 x 12	10	0.59	0.059	0.97½	336130		
	2lb	1.60	...	0.40	108219			100	4.47	0.447	7.37½	336149		
	(½dz)						12 x 15	10	0.85	0.085	1.40½	336157		
GOOD BOY (Armitage)								100	6.66	0.666	10.99	336165		
chocolate yeast tablets							16 x 20	10	1.50	0.15	2.47½	336173		
	1½oz	...	...	0.14	113514 a		20 x 24	10	2.30	0.23	3.79½	336181
	5½oz	...	...	0.33	113522							
HALOXIL (Cooper McDougall)							INNOXA (Innox)							
liquid drench (vet.)							orange & almond range							
	1gal	15.39	1.539	20.52	117978 c		cleanser large	...	...	0.76	372188 i	
HYPON (Wellcome Consumer)							moisturiser large	...	...	0.76	372196	
tablets							JOHNSON'S (Johnson & Johnson)							
	300	3.63	0.363	1.99½	†DDI	126578 c	baby shampoo							
	(3)	(3)						205cc	3.284dz	0.328dz	0.44	373400●		
	600	2.30	0.23	3.79½	†DDI	126586	(Available London area only)							
ILFORD (Ilford)							KEFLEX (Lilly)							
films black and white							Pulvules 250mg							
FP4														
	126 cartridge	0.166	0.0166	0.26	127450 a			500	60.25	6.025	...	TS	373346 i	
	120,127,620	0.166	0.0166	0.27½	127469			500mg	500	118.00	11.80	...	TS	373354

		Trade	VAT	Retail inc. VAT				Trade	VAT	Retail inc. VAT			
tablets 250mg	500	60.25	6.025	...	TS	373362	tender Tints						
500mg	500	118.00	11.80	...	TS	373370	cheek	2JL9	...	0.25	361518 c		
KODAK (Kodak)							eye	2JN2	...	0.25	361526		
Instamatic camera outfit							face	2GN1	...	0.25	361534		
	36	2.57	0.257	4.23½		373079 i	OXYMYCIN (Chelsea Drug)						
movie cameras							syrup	100ml	0.42	0.042	...	TS	207004 i
	XL 33	41.00	4.10	69.38		373087	2oz & 16oz packs						d
	XL 55	68.00	6.80	115.08		373095	PENBRITIN (Beecham Research)						
black and white film							paediatric suspension 25ml	0.75	0.075	...	TS	372838●	
Royal X Pan	rx120	0.2188	0.0218	0.34½		373109	PENOTRANE (WB Pharmaceuticals)						
papers							pessaries	15	0.42	0.042	0.69 ‡	214159 a	
Bromide (SW) Bromesko (SW)								60	1.50	0.15	2.48 ‡	214167	
3½ x 3½	100	0.43	0.043	0.71		336726 c	strong	15	0.48	0.048	0.79 ‡	214175	
3½ x 4½	100	0.525	0.052	0.86		336734		60	1.68	0.168	2.77 ‡	214183	
3½ x 5	100	0.59	0.059	0.97½		336742	PHILLIPS (Phillips Yeast)						
3½ x 5½	100	0.63	0.063	1.04		336750	fish food						
4½ x 6½	25	0.305	0.03	0.50½		336769	Superfood	18g	1.46dz	0.146dz	0.20	373036●	
	100	0.96	0.096	1.58		336777		35g	2.62dz	0.262dz	0.36	373044	
6½ x 8½	10	0.23	0.023	0.38		336785		64g	4.50dz	0.45dz	0.62	373052	
	100	1.65	0.165	2.72		336793	POLLITABS (Cernelle)	170g	0.92	0.092	1.52	373060	
8 x 10	10	0.325	0.0325	0.53½		336807	tablets	100	8.40dz	0.84dz	1.10	222879 a	
	100	2.35	0.235	3.88		336815		250	4.37	0.437	2.29	222887	
10 x 12	10	0.46	0.046	0.76		336831		(3)	(3)				
	100	3.50	0.35	5.78		336858	POTENSAN (Medo)						
12 x 15	10	0.69	0.069	1.14		336866	tablets	25	0.20	0.02	0.26½ ‡s1s4A	225088 a	
	100	5.20	0.52	8.58		336874		100	0.60	0.06	0.82½ ‡s1s4A	225096	
16 x 20	10	1.19	0.119	1.96		336882		250	1.30	0.13	1.81½ ‡s1s4A	225118	
20 x 24	10	1.81	0.181	2.99		336890	PRAMINIL (Chelsea Drug)						
Bromide (DW) Bromesko (DW)							tablets 10mg	250	1.23	0.123	...	‡s4B	225630 c
4½ x 6½	100	1.12	0.112	1.85		336904	RESTORIA (Scott & Bowne)						
6½ x 8½	100	1.95	0.195	3.22		336912	hair dressing	160cc	2.33	0.233	1.14	237280 a	
8 x 10	100	2.79	0.279	4.60		336939			(3)	(3)			
10 x 12	10	0.54	0.054	0.89		336947	lotion	145cc	2.33	0.233	1.14	237299	
12 x 15	10	0.80	0.08	1.32		336955			(3)	(3)			
16 x 20	10	1.37	0.137	2.26		336963	RONSON (Ronson)						
20 x 24	10	2.06	0.206	3.40		336971	electric razors						a
LIFEGUARD (Nicholas Prods)							model	M21	...	9.25	244554		
disinfectant						d		RS25	...	7.35	244562		
MARY QUANT (Myram Picker)								RS45	...	10.75	244570		
Special Recipes								RS55	...	11.99	244589		
cream shadow	3.92dz	0.392dz	0.57	364037			rechargeable	RS751	...	13.99	355089		
foundation liquid	5.01dz	0.501dz	0.70	364045 c			de luxe	RS752	...	15.50	355097		
night cream	7.59dz	0.759dz	1.10	364053			tiara	TS850	...	9.25	244600		
MEDICAIRE (Cooper McDougall)							family hairstyler	HS1	...	7.75	326259		
large size						d	hairdryers						
MINIMA (Cernelle)							Escort	ES67	...	10.25	244619		
slimming tablets	150	5.38dz	0.538dz	0.70		i	Escort 2000	ES001	...	11.75	244627		
	400	10.42dz	1.042dz	1.36		180394	de luxe	ES002	...	13.75	244635		
NEO-EPININE (Burroughs Wellcome)						180408	Rapide	RA20	...	5.35	244643		
No. 1 spray solution							Rio single	R17	...	6.85	244651		
NIPPON (Synchemicals)							dual	R13	...	7.35	244686		
ant destroyer	15ml	3.36	0.336	0.15½		193577		R14	...	7.35	244694		
	(36)	(36)					toothbrushes						
	30ml	3.50	0.35	0.23		193585	rechargeable	TB717	...	10.49	244708		
	(25)	(25)					standard	TB711	...	5.99	244716		
NIVEA (Southall Sales)							travel pack	TB715	...	4.99	244724		
soap toilet	1805	0.699dz	0.07dz	0.08		193968 a	SANDRINE (Golden)						
triple	1807	1.66dz	0.166dz	0.19		193976	talc perfumed	90g	0.40	0.04	0.66	373028 i	
bath	1806	1.05dz	0.105dz	0.12		193984	SECONAL (Lilly)						d
double	1808	1.66dz	0.166dz	0.19		193992	sodium tablets 100mg						
NUTRIPLAN (Cernelle)							SENESCHAL (Seneschal Mfg)						
slimming meals	3.63dz	0.363dz	0.39	373001		i	corn planes	1.68	0.16	0.28	257451 c		
OUTDOOR GIRL (Myram Picker)								(10)	(10)				
eyelashes							SILCOT (Macdonald)						
Prettilash	2GN1	3.98dz	0.398dz	0.55		205877	sanitary towels						d
eye liner							soluble size 1						d
liquid	2GM9	...	...	0.25		372218	SILSAN (Macdonald)						
eye shadow liners							entire entry						d
lip glossies	2JL3	...	...	0.16		206091 c	SODIUM AMYTAL (Lilly)						d
lipstick	2GL7	...	...	0.39		372226 i	tablets 200mg pack of 5000						
lipstick							SOLVITAX (British Cod Liver)						
cream	2JM3	...	...	0.14		372234	cod liver oil	1gal	1.09	1.34	266922 a		
pearl	2JM5	...	...	0.14		372242	super	1gal	1.17	1.44	266957		
mascara							STA-BLOND (Scott & Bowne)						
liquid runproof							shampoo sachet	1.10	0.11	0.04½	269980 i		
	2GM8	1.70dz	0.17dz	0.23½		206210		(36)	(36)				
							STEEDMANS (Scott & Bowne)						
							soothing powders	(9)	1.15dz	0.115dz	0.14	270377 a	

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	Trade	VAT	Retail inc. VAT			Trade	VAT	Retail inc. VAT		
STERADENT (Reckitt & Col Prods)						TROPIUM (DDSA)				
tablets 20	1.20dz	0.12dz	0.14 $\frac{1}{2}$	271403 i		capsules 5mg 100	0.65	0.065	... †s4B	292672 c
30	1.73dz	0.173dz	0.21	271411 d		TUINAL (Lilly)				
pack of 17 & 26 tablets						Pulvules 100mg pack of 5000				d
SUNSILK (Elida Gibbs)						US (Johnson Wax)				
hairspray						antiperspirant 160g	3.35dz	0.335dz	0.41	296740 a
jumbo	6.755dz	0.675dz	0.84	373419 ●		210g	4.07dz	0.407dz	0.50	296759
TASPRIN SOL (Ticen)						260g	4.865dz	0.486dz	0.59 $\frac{1}{2}$	352926
(distributors Greenkem)						herbal bath 250cc	3.905dz	0.39dz	0.48	352969
(acetylsalicylic acid 300mg)						VASYLOX (Wellcome Consumer)				
tablets 100	0.60	0.06	...	373117		nasal spray puffer	2.16dz	0.216dz	0.29 $\frac{1}{2}$	299839 a
1000	5.40	0.54	...	373125		V-CIL-K (Lilly)				
TICELGESIC (Ticen)						paediatric suspension				d
(distributors Greenkem)						VELOSEF (Squibb)				
(paracetamol 500mg)						vials 250mg 5	2.30	0.23	... TS	373273 ●
tablets 100	0.90	0.09	...	373133		500mg 5	4.25	0.425	... TS	373281
1000	8.10	0.81	...	373141		1g 1	1.65	0.165	... TS	373303
TICEVITE (Ticen)						VESPUCCI (Vespucchi Ltd)				
(distributors Greenkem)						Celimene				
(vit.A 4000i.u., vit.D 400i.u.,						eau de toilette 3508	0.73	0.073	1.20	359254 c
vit.B1 2mg, vit.B6 0.5mg, vit.						parfum 3502	2.70	0.27	4.46	359289
C 20mg, nicotinamide 10mg, vit.E						3503	5.00	0.50	8.25	359297
1mg, calcium pantothenate 1mg)						Mystere				
capsules 100	1.68	0.168	...	373257		eau de toilette 2708	0.73	0.073	1.20	359335
1000	16.64	1.664	...	373265		parfum 2702	2.70	0.27	4.46	359378
TICILLIN V-K (Ticen)						2703	5.00	0.50	8.25	359386
(distributors Greenkem)						VYKMIN (Scott & Bowne)				
(penicillin V potassium)						capsules 15 days	2.95dz	0.295dz	0.36	307092 a
125mg/5ml granules			TS	373206		WELLCOME (Burroughs Wellcome)				
TICIPECT (Ticen)						ovine enzootic abortion				
(distributors Greenkem)						vaccine (vet) 20ml	4.05	0.405	5.40	308986 a
(diphenhydramine hcl. 280mg,						pulpy kidney and tetanus vaccine				
ammanium chloride 2.7g, sodium						(vet.) 50ml	0.81	0.081	1.08	309095
citrate 1.14g, menthol 22mg, chlorofarm						100ml	1.40	0.14	1.86	309109
450mg per 100ml of syrup)										
125ml	0.54	0.054	... †s7	373192						
TIFOLIC (Ticen)										
(distributors Greenkem)										
(ferrus fumarate 300mg, folic acid 300mg)										
capsules 100	1.74	0.174	...	373230						
1000	17.23	1.723	...	373249						
TINOL (Ticen)										
(distributors Greenkem)										
(paracetamol 120mg, diphenhy-										
dramine hcl. 12.5mg)										
paediatric syrup 70ml	0.40	0.04	... †s7	373184						
TISED (Ticen)										
(distributors Greenkem)										
(meprabamate 400mg)										
tablets 100	0.90	0.09	... †s4B	373168						
500	4.05	0.405	... †s4B	373176						
TOSCA (Scott & Bowne)										
eau de Cologne 23cc	...	...	0.55	290319 a						
49cc	...	...	0.90	290327						
aerosol 75g	...	...	1.25	290335						
eau de parfum 25cc	0.85	290343						
58cc	1.80	290351						
perfume	0.57	290378						

AMENDMENTS TO KEY TO SUPPLIERS

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6 Wellington Close
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01 727 3137

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15 The Greenway
Ickenham
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Basingstoke
Hants RG21 2XA
0256 3241

Ticen Ltd

150 New Bond Street
London W1
01 493 1221

Digging fails to unearth historic items on Society's site

On the day following the announcement that the Greater London Council had granted detailed planning permission to the Pharmaceutical Society to go ahead with the building of their new headquarters in Lambeth (last week, p 7) members of the Southwark Archaeological Excavation Committee were hard at work on the site breaking up the foundations of the previous buildings erected in Victorian times.

At the Society's annual meeting in May the then president, Mr J. P. Kerr, told members that the Society had given permission to the local archaeological society to excavate the site. Anything of historic interest that was found, he said, would be acquired by the Society and a talk on the historical importance of the site would possibly be given to the London Conference in September. It was thought that the excavation might yield up some interesting and valuable remains, especially since some valuable remains were found on an adjoining site prior to the building of Norfolk House. There was an earlier Norfolk House, a medieval mansion of the Norfolk family, on or near the site and the Lambeth pottery kilns had also been located in the area.

When *Chemist & Druggist* visited the site nothing of value had been unearthed. A bulldozer had dug out a wide trench to a depth of 3 to 4 ft and over about two-thirds of the permitted dig area.

Mr E. Ferretti, who is in charge of the excavation, said that they had unearthed a Victorian "pit". One of the first objects to be uncovered by the bulldozer was a 1-gallon earthenware bottle. It was lying on its side and when partially unearthed expectancy ran high. The machine was stopped and spades took over. When it was

uncovered the object turned out to be a wine jar bearing the name Garrat followed by Ely which could have been the cathedral city. There was another broken jar which bore the words "The Crown, Church Street, Lambeth". Other items in the pit included clay pipes—one bearing the name "Benson", a blacking bottle (liquid boot polish) and a coin dated 1870. There was also a fragment of what looked like the lid of a bear's grease jar.

Excavations will be carried on down to the natural stratum which, Mr Ferretti estimated, would be another 6in below the lowest part they had reached at that time.

Details of the new building to be erected on the site were released last week. Distinctive features, says the handout, are that it will be "almost entirely clad in bronze anodised aluminium and glazed with bronze-tinted glass".

Work on the new building is expected to begin before the end of the year, and its total cost is estimated at over £2m. The semi-public part of the building, comprising the entrance hall, assembly hall, and the Society's museum and library are to be concentrated at ground floor and basement level. The Council chamber, committee rooms and principal offices will be on the first floor, with administrative offices occupying the second, third and fourth floors. Dining rooms and sitting rooms will be on the fifth floor, providing a view over the river from the roof terraces.

"The situation of the building, which forms a terminal feature of the view when crossing Lambeth Bridge and so closely adjoins Lambeth Palace, calls for a design of high quality," said the designer, Mr David Hodges, of the Louis de Soissons

Partnership. "The view of Lambeth Palace and St Mary's church from the north bank of the river is well known, and it was thought to be an important proviso that the new building for the Society should not dominate this view or upset its balance. My final design seeks to combine high quality with a restraint which is appropriate to the setting."

The metal cladding of the building is to be made and fixed under the supervision of a German firm which has specialised in the use of this material and has been responsible for many buildings so faced in Germany.

Footnote

Two women from near-by flats pausing to view the activity on the site asked:

"What's going to be built here, mister?"

C&D: The headquarters of the Pharmaceutical Society.

Women: Eh?

C&D: Headquarters of the body that looks after the interests of chemists.

Women: Good. We may be able to get some Aspros cheap.

US Supreme Court to review pharmacy rulings

The US Committee on Pharmacy Economic Security (*C&D* last week), is filing a brief in the Supreme Court in an attempt to reverse two previous decisions and uphold a North Dakota statute requiring licensed pharmacists to have ownership control of drug stores.

In its autumn session, the Supreme Court will review the decision in the case of North Dakota State Board of Pharmacy v. Snyder's Drug Stores Inc. It will also review its 1928 decision in which a Pennsylvania statute requiring 100 per cent ownership of pharmacies by pharmacists was declared unconstitutional—two justices dissented to the judgment.

The brief argues public health and welfare reasons for requiring pharmacist ownership control of pharmacies and the right of the states to decide within their "police power" that such a requirement is necessary for the protection of their citizens. Comment p47.



Mr Ferretti examining contents of some of the objects unearthed in the preliminary stages of the dig.



Bulldozer and spade in use on the site. Lambeth Palace is just beyond the trees.

Company News

Roussel tie-up with Sandoz

An agreement has been reached between Roussel Laboratories Ltd, Wembley Park, Middlesex, and Sandoz Ltd, Basle, Switzerland, for the marketing and sales by Roussel of Sandoz fine chemicals in the UK and Eire. Previously these were handled by Sandoz-Wander industrial division at Kings Langley, Herts.

Roussel currently market bulk chemical products for the parent Roussel-Uclaf group (mainly hormones and steroids), for subsidiary companies (Procida, Sovetal) as well as some chemicals from companies outside of the group such as Fabwerke Hoechst AG. Sandoz group products include alkaloids, digoxin, ergot salts and organic chemicals for pharmaceutical synthesis.

Roussel say this extension of their activity is the first stage of a five-year expansion programme designed to handle a growing demand for such materials, now estimated at 10 per cent a year.

Price rises approved

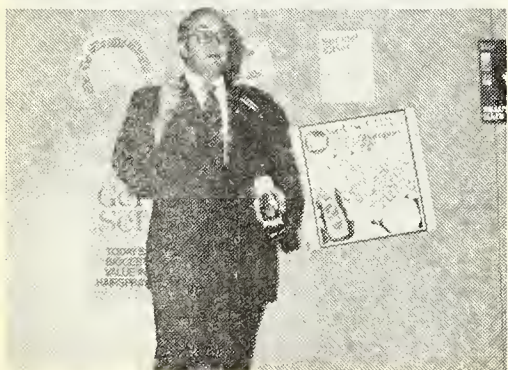
The Price Commission approved price increases for Procter & Gamble's soap range of 3.48 per cent, a 6.4 per cent rise for paper tissues from Bowater Scott, and an increase for tinned petfoods from Pedigree and Spillers of 4.46 and 6.68 per cent.

Sales force for chemists only

Alberto Culver Co have announced the formation of a new sales force that will service chemist outlets exclusively.

Jack Haywood, director of sales, described the thinking behind the new structure at the company's annual conference in London recently: "the chemist accounts for the greater part of toiletry sales and will therefore play a vital role in our TV investment plans and product launches. The new chemist sales force will provide an exclusive service both from the personal and sales promotional points of view." Head of the new chemist force will be Dai Davies.

ALBERTO DOUBLE 73



Jack Haywood

Briefly

Mr J. Weekes, MPS, has taken over the premises of Ashley Stevens Chemists Ltd at 13 Harewood Terrace, Haverhill, Suffolk as from July 2. Accounts for the former owner to: 324 Coldharbour Lane, London SW9 8QH.

Mr J. H. Pollard's pharmacy at 280 Alfred Street Central, Nottingham, has closed because of redevelopment in the area. Mr Pollard is to open at 113 Sneinton Road on August 20.

Allen and Hanburys Ltd will have an EDP link between their Bethnal Green administrative headquarters and manufacturing plant at Ware, Herts, when their £59,000 CMC KeyProcessing systems 'go live' in August.

Appointments

Boots: Mr R. N. Gunn has been appointed director of shop development for Boots The Chemists Ltd and Timothy Whites.

Cow & Gate Ltd have appointed Mr B. R. Jones their sales training manager. Mr M. Nicholson, a representative of the company since 1969, has now been appointed area sales manager, North-east area.

Overseas News

Towards self-sufficiency in India's pharmaceuticals

Ranbaxy Laboratories is setting up a Rs10 million plant at Mohali near Chandigarh for the manufacture of diazepam, chlorthalidopoxide, clofibrate and L-dopa; production is expected to begin in April 1974.

The first factory in India to manufacture hyoscine should go into production in Jammu shortly. The plant is owned by Phytochem International, Jammu, and the company plan to produce 80 kg of the drug a year initially. The datura plant from which hyoscine is obtained grows wild and abundantly in the country but experiments to cultivate datura in fields under controlled conditions in Jammu have also proved successful.

German Remedies is entering the capital market with a public issue of 290,000 equity shares of Rs10 each at a premium of Rs3 per share. The public issue is being made with a view to reducing the holding of German collaborating companies in the equity capital from about 67 per cent to 40 per cent.

Japan's pharmaceutical industry improves

The Japanese pharmaceutical industry has pulled out of last year's slump thanks to stronger demand for drugs, states a report in the *Fuji Bank Bulletin*. The market recovery has enabled the large manufacturers to revise their pricing policy and cease price competition. Exports are not large so that the yen revaluation has had little impact.

Changes in administrative regulations which will affect the industry comprise a reduction in the standard drug prices, a re-examination of the effectiveness of drugs, and the adoption of rules for the selection of prescription drugs. Also important will be the revision of the Patent Law.

□ A joint venture medical company is to be established in Osaka by Japan's Teijin Ltd and Boehringer Ingelheim GmbH, of Ingelheim/Rhein, West Germany. The two companies will each contribute an equal share of the 200 million yen paid-up capital of the new company, Teijin Fher Medical Co Ltd. Because of the new company's "fair competition" principle, Boehringer's present relationship with Tanabe Seiyaku Co Ltd will not be affected by the new joint venture company.

South African pharmacies to 'cut' prices

The price war in South Africa between chemists and chain stores selling toiletries and non-prescription medicines will soon reach its fiercest level when hundreds of these commodities are reduced in price. In a motion adopted by the Pharmaceutical Society of South Africa at its recent four-day annual meeting in Cape Town, it was decided to reduce the price of non-prescription lines as a "public service". However, the move followed a long and hectic debate about the future of pharmacies in the face of chain stores selling similar products at almost cost price.

It was said "giving away contraceptives may be a good idea, but we have to make a living. We have to become specialists in the sale of medicines and not try to copy other people". The general manager of a pharmaceutical bulk-buying company, Mr T. Manning, said that in a national survey last year retail pharmacies had experienced a loss of 0.85 per cent, while other retail businesses had increased their profits by 6.6 per cent. He called on the pharmacists not to give way to supermarkets and chain stores but to fight them.

State monopoly in Sri Lanka

The Sri Lanka State Trading (Drugs) Corporation has assumed the position of monopoly importer of drugs from this month when import licences for drugs were issued to the Corporation only and not to any private importer. The Corporation was to assume this role from January 1, 1974, but the Controller of Imports has now informed private drug importers that they will not be issued licences from this month. They will now be allowed to import only veterinary requirements and plasters.

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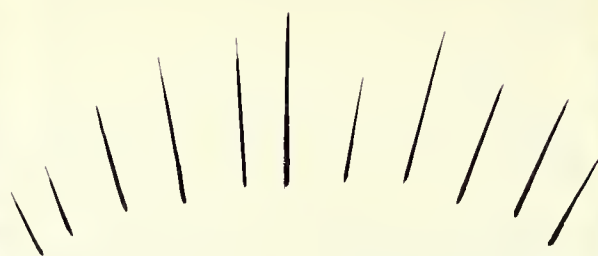
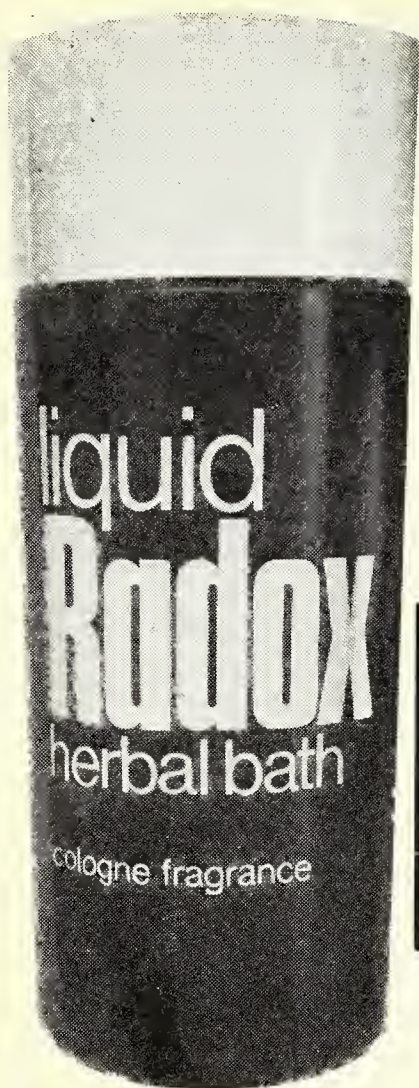
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- **BIRMINGHAM:** Southall Bros. & Barclay, Priory House, Gooch Street North.
- **BOURNEMOUTH:** The Chemist's Supply Co., Boscombe Grove Road, Boscombe.
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- **NORTHAMPTON:** Wyleys Ltd., 27 Craven Street.
- **PLYMOUTH:** May Roberts & Co., George Place, Stonehouse.
- **READING, Berks:** H. Tillner, Northfield Road, Reading, RG1 8AL.
- **RICKMANSWORTH, Herts:** Sangers Ltd., Harvey Road, Croxley Green, WD3 3AY.
- **WEDNESBURY, Staffs:** Wyleys Ltd., Old Park Rd.
- **WEMBLEY, Middx:** Allied Drug & Chemical Co., North End Road, HA9 0LY. Jonathan Fallowfield Ltd., Strathcona Road, N. Wembley.



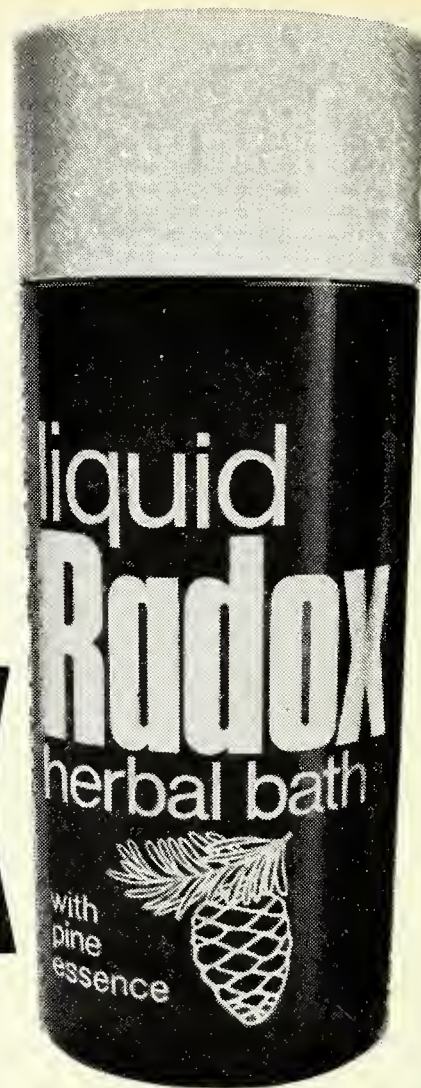
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People

Mr E. A. Baird, MPSNI, Belfast, and **Mr H. News**, MPSNI, Lurgan, have been elected to the Northern Ireland Assembly. The election of **Mr R. V. Campbell**, MPSI, to the same Assembly which was elected by proportional representation, was announced last week.

Mr D. J. Curry, a former holder of the Rammell Studentship of the Pharmaceutical Society, has been awarded the degree of doctor of philosophy by the University of London for his thesis "Synthetic investigations in the ergoflavin series".

Deaths

Bracey-Gibbon: Recently, **Mr Jack Bracey-Gibbon**, former managing director Agfa-Gevaert in UK. He joined Gevaert in Antwerp in 1936, was transferred to London in 1937 and had the task of re-establishing the company in the British market after the war. When the company merged with Agfa in 1966 **Mr Bracey-Gibbon** became managing director of the new company in London. He retired in 1969.

McGourty: On July 5, **Mr Michael Thomas McGourty**, MPSI, 7 Park Drive, Dundalk. **Mr McGourty** qualified in 1926 and conducted his own pharmacy at 98 Bridge Street, Dundalk, for many years. A son, **Michael Francis**, qualified in 1963.

McMahon: On June 21, **Mr Patrick Joseph McMahon**, 1 Nephin Road, Navan Road, Dublin, **Mr McMahon** qualified as a Pharmaceutical Assistant in 1959 and had been attached to the pharmacy of **W. Murphy & Co Ltd**, North King Street, Dublin, for the past 10 years. He served his apprenticeship in co Donegal and had been a dispenser in the Garda Depot in Dublin for some time prior to joining Murphys.

Thornton: Recently, **Mr Alphonsus (Alfie) Thornton**, MPSI, Market Square, Enniscorthy. A native of the North of Ireland he was one of the oldest pharmacists in the country, having qualified in 1916. He conducted his own pharmacy in Enniscorthy and was prominent in all pharmaceutical activities in the south-eastern region, his enthusiasm and energy belying his years. He was president of the Irish Drug Association 1962-64.

Watterson: On June 26, **Mr Robert John Watterson**, 34 Marmount Gardens, Belfast. **Mr Watterson** qualified as a pharmacist in 1926 following his apprenticeship in Larne, co Antrim. After a period with **C. & J. Montgomery**, Belfast, he took over a pharmacy at 157 Oldpark Road, Belfast, where he was in business until he retired in 1964.

Topical reflections

BY XRAYSER

Task force

A task force, I learn from your editorial comment of last week, is not limited to the Army or the police. Such an organisation is to be formed in the United States of America to "prepare a statement of basic principles and policies with respect to the continuing competence of pharmacists."

On the face of it, that would seem to be not only desirable but essential, though it is not unlikely that the more the matter is probed, the more difficult will it be to find a wholly satisfactory programme to achieve the end in mind. Changes in recent years have been extremely rapid, and the graduate of today may easily discover that in a single year the pattern has altered and he is already out-stripped by his immediate successor.

But, important as it is to keep pace, there must be limits to the success of even the most praiseworthy efforts of both the organisers and those who are anxious to take part in the refurbishing process. Refresher courses, popular as they have been, are extremely difficult for all concerned and, indeed, "refresher" is a misnomer since there is involved completely new subject matter demanding on occasion a knowledge of physics and mathematics far beyond the reach of many and yet fundamental to a proper understanding of the material.

I am far from decrying the efforts of teachers and the sacrifice of leisure on the part of those who attend. Indeed, I approve of the intention wholeheartedly, but continuing competence must be relative. It cannot be absolute and can only operate in certain chosen directions. The graduate of today will probably be no different in twenty years time from the pharmacist who now has twenty years behind him, gaining in practical experience and exhibiting a large measure of professional competence in the field in which he is engaged.

Courtesy

Your correspondence columns have carried letters recently concerning the lack of courtesy and good manners in modern business dealings. I have had occasion to refer in this column to experiences of the kind complained of by **Mr J. S. Anderson** of Newcastle upon Tyne. The record holder at the moment dates back to October of last year when I, like your correspondent, attempted to have the matter of my account straightened out by writing to the managing director of a large organisation. He took the prudent, if not altogether original course, of passing my letter to the department with which I had been having difficulty, and needless to say the difficulty remains unresolved despite a letter from "Accounts" to say that the matter is having their urgent consideration.

Delays

That is only one of several which lie on my desk. Another, in answer to a request for an early visit from the firm's representative, indicates that he is a busy man but that he will call as soon as convenient, and we await philosophically his arrival after three months. But to their credit, the firms concerned provide evidence that (a) I exist and (b) that they are still in business.

Another, less considerate, failed to acknowledge an order—but how many do so acknowledge nowadays?—took no notice of a reminder four weeks later, and a month afterwards delivered the goods with no explanation of any kind. I can remember the time when an order for £3 was gratefully referred to as my "esteemed order" and I was assured by return of post that it was having immediate attention—and it was.

Trade News

Macleans indigestion remedy plans

Beechams, Great West Road, Brentford, Middlesex, are now planning to expand Macleans indigestion market share with an "extensive" programme of product revitalisation. The packs have been re-designed using a bright modern blue with clear typography for greater prominence at point of sale. The powder range has been rationalised into one size only, the 60g, which has been found to be the most suitable size for regular users who make up the bulk of the powder franchise. At the same time, say Beechams, in response to consumer requests the cartoning of the jars has been done away with to allow the product to be clearly seen. And shrink wrapping in batches of 12 has provided improved handling facilities for stockroom storage.

As far as display is concerned, a special counter display unit for the large tablet size has been designed.

On the advertising front, the decision has been taken to return to television in the major areas of Macleans business, with a dramatic pack commercial which means that 75 per cent of all potential indigestion sufferers will see two "heavyweight bursts" of advertising in the next 6 months.

Kenalog, temporary pack

Due to heavy demand for Kenalog injection which cannot be met by syringe packs E. R. Squibb & Sons Ltd, Regal House, Twickenham TW1 3QT, announce the temporary introduction of a five 1ml ampoule pack (£4.25) to overcome the present emergency.

pHisoHex changes

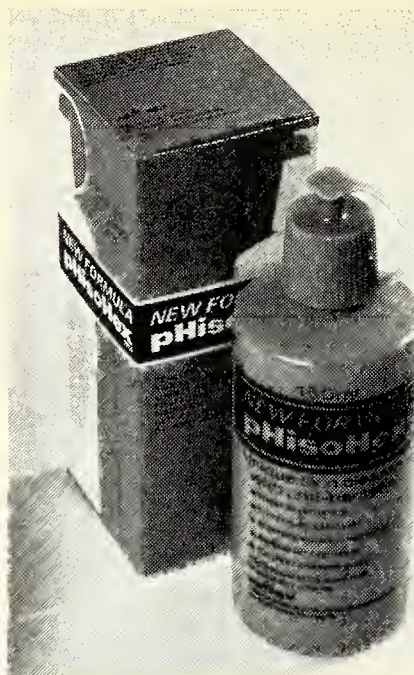
Following the order regulating sale and supply of products containing hexachlorophane (p34). Winthrop Laboratories, Surbiton-upon-Thames, Surrey, are changing their product pHisoHex.

The present product is to be re-named pHiso-MED, but the formula will not be altered. pHiso-MED is intended for supply against prescriptions and for hospital use under the directions of a doctor.

Winthrop will supply suitable adhesive labels carrying the new name and warnings specified under the regulations. Pharmacists are to be notified individually of arrangements for the return and credit of stocks of pHisoHex which are in excess of prescription requirements.

For OTC sale in retail pharmacies only, new formula pHisoHex will have the same formula as the current pHisoHex except that the hexachlorophane content will be reduced to 0.75 per cent.

New formula pHisoHex should not be supplied during the transition period against any prescriptions ordering pHisoHex unless the prescriber clearly intends that it should be supplied either by the use of the



words "new formula" or by reference to the strength.

The price of pHiso-MED remains the same as that of pHisoHex. The retail price for new formula pHisoHex will be £0.60 (VAT included).

Baby shampoo gets a new look

The baby shampoo from Johnson & Johnson Ltd, Slough, Bucks, gets a new look in the London area this month when a family size (205cc) is added to the existing 85cc size. Johnson's baby shampoo was recently reformulated to make it more suitable for adult usage while retaining its mildness.

The familiar blue topped bottle will be replaced with a design which has greater feminine appeal, capped off with a yellow top.

A television campaign will back the launch during the summer and early Autumn, and a special counter unit is available. Recommended selling price is £0.44 for the family size and £0.22½ for the standard size.

Syntocinon 21U

Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL, are issuing Syntocinon 21U ampoules with Continental-style labels. The product complies with the BP standard in all respects. This is for one batch only to meet an emergency situation arising from a breakdown in ampoule supplies.

Promotions

Nutriplan competition

Janet Webb, popular TV and stage star, is featured in the Nutriplan "Slim-a-Star" consumer competition now being sold-in by Smith & Nephew's sales force.

The object of the competition is to judge—given certain clues—how much weight Janet can lose in a week on a specially devised Nutriplan diet. First prize in the competition is a new Honda 1200 Civic Saloon Car and there are 100 runners-up prizes of Vitocut electric scissors. Entrants who enclose a stamped addressed envelope will receive a free Nutriplan recipe leaflet.

Entrants are also invited to fill in the name of their local Nutriplan stockist and

the prizewinner's local store manager and his win a holiday for two in Spain.

The competition closes on September 15 and prizes will be presented by Janet Webb at the Earls Court Motor Show in October (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts).

Polaroid summer offers

Polaroid has received the co-operation of several wholesalers in offering an additional 7½ per cent summer discount over normal terms to retailers buying a wide range of current Polaroid sunglass designs. Simultaneously, the company is extending for a further month its successful "Wanted—Old Sunglasses 50p Reward" promotion which they say has been taken up enthusiastically by many stockists during June.

The special discount offer price covers 5 clipovers, 7 metal and 19 plastic frame styles, and is open until July 27. Orders for these models can be placed on Polaroid for express transfer to the specified wholesalers, or made direct to the wholesalers concerned (Polaroid UK Ltd, Rosanne House, Welwyn Garden City, Herts).

Christmas showrooms

The Jacqueline Sales division of Jackel & Co Ltd are holding their showrooms at Queen's Hotel, Cardiff—July 16/19; Grand Hotel, Manchester—July 16/19; Crown & Mitre Hotel, Carlisle—July 18/19; and Midland Hotel, Leicester—July 18/19.

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Airstrip: All except E

All Fresh: All except E, CI

Anadin: All except E

Beecham tablets: M

Black Knight hairspray: All except E

Brylcreem: All areas

Close Up: All except E

Cool: All areas

Crest toothpaste: Y

Harmony hairspray: All except E

Head & Shoulders: All except So, E

Kodak: All areas

Maws baby bathcare: All except E

Macleans Freshmint: All except E

Macleans indigestion remedy: Ln, M, Y, Sc, WW, So, NE, A, We

Optrex: All except U, G, E, CI

Phensic: Ln, M, Lc, Y, Sc, WW, So, NE, A, U

Rinstead: WW

Silvikrin hairspray: All areas

Silvikrin shampoo: All areas

Simpla sterilising tablets: All except E

Sunilk hairspray: All areas

Sunilk shampoo: All except E

Sure: All except E

Three Wishes: So

Tuffy Tails: All except E

Vaseline Balanced Care shampoo: All areas

Zoflora: Lc, Y, NE, U



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New Benylin*

Paediatric 125ml



From 1st July, 1973, BENYLIN Paediatric will be available in a new O.T.C. presentation following the successful sales of the dispensing pack during the year.

BENYLIN Paediatric, the latest addition to the Parke-Davis BENYLIN family, is formulated especially for the treatment of cough and associated congestive symptoms in children.

Chemists only plus good introductory bonus terms during July and August.

PARKE-DAVIS

Benylin Paediatric

4428-a

*Trade mark

Full information is available on request

© Parke, Davis & Company (Inc. USA, Liability Ltd.), Pontypool, Mon. NP4 8YH Tel: Pontypool 2468

New products and packs

Cosmetics and toiletries

Fabergé West snifters

Fabergé West snifters (£0.50) have been introduced to give consumers the opportunity of trying this latest men's fragrance in a small try-out size. They are available as a promotional offer in a pre-packed wire display unit containing 24 pieces with a further 12 pieces in an outer. Following the promotion, however, this product will become a standard line in the Fabergé West range (Fabergé Inc, Ridgeway, Iver, Bucks).

News from Tawny

Five new lipstick shades have been added to the Tawny range for darker skins from Outdoor Girl: Sugar Cane, Rumona (both pearly), Mangarine, Khus Khus and Neaseberry. All these lipsticks are said to have a new creamy formula and all have matching nail lacquers.

Also from Outdoor Girl is Tawny spray mist (£0.55) presented in a special gift pack and Tawny mini skin perfume (£0.23) which is a little more concentrated and is presented in a purse-size bottle on a gift card (Girl Cosmetics Ltd, Surbiton, Surrey).

Oral hygiene

Preventive dentistry products

Products enabling patients to carry out their own preventive dentistry are being marketed by Westone Products Ltd. Ende-kay fluoride tablets (200, £0.60 plus VAT) are orange flavoured tablets containing sodium fluoride 2.2 mg for use in non-fluoridated areas; one daily is claimed to give as much protection as fluoridation.

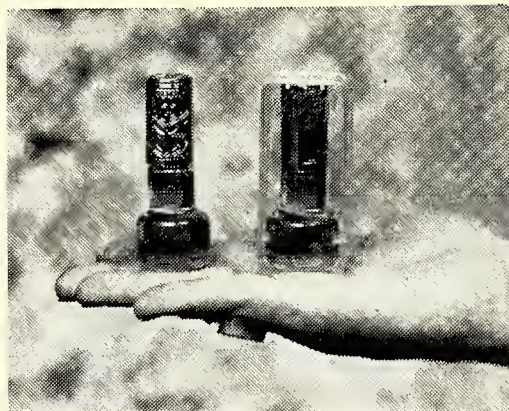
C-Red disclosing tablets (30, £0.36 plus VAT) contain 2 per cent erythrosine and when chewed stain red the areas of plaque deposit capable of producing decay. The teeth are then brushed until all stain is removed from every surface (Westone Products Ltd, 3 Marylebone High Street, London W1M 3PA).

Photographic

Ifomar warm-tone paper

Ifomar, the new warm-tone photographic paper shown at Photokina last year, is now available in the UK. Ifomar papers are available in three equally spaced grades that have the same emulsion speed. Grade for grade Ifomar has the same contrast as Ilfobrom but does require slightly more exposure.

The image tone of Ifomar is constant over all grades and surfaces. The actual image tone can be varied a little by choice of developer and dilution; generally the more diluted the developer the warmer the image tone. Development times can be modified to correct for under or over-



exposure without markedly affecting either the tone or the quality of the image.

Ifomar may be developed in any standard paper developer. It is produced in a range of sizes from 4½ in × 6½ in to 16 in × 20 in as glossy, grained and semi-matt.

Because this product is essentially a professional material the range of packings is being limited to boxes of 50 and 100 sheets, according to size. Full information PPS, Ilford Ltd, Ilford, Essex.

Do-it-yourself colour processor

In response to a growing demand for "do-it-yourself" enthusiasts for a simple and successful method of making colour prints at home, Kodak Ltd have introduced a drum processor—the Printank paper processor for use in conjunction with the new Ektacolor 37 resin-coated colour paper and Ektaprint 3 chemicals in a new 1 litre kit.

The Kodak Printank paper processor

Powder-Twist, the new automatic powder eyeshadow from Maybelline said to pre-measure the required amount of eyeshadow at a twist onto the pillow-wand applicator (see C&D July 7).

(£9.90) provides an easy method of processing Ektacolor paper in ordinary room lighting. It obviates the need for darkroom dish processing, simplifies temperature control and is economical in use.

Ektacolor 37 resin-coated colour paper is available in 10-sheet packs, size 8 x 10 in with glossy, silk or smooth lustre.

Ektaprint 3 chemicals in liquid form enable Ektacolor 37 RC colour paper to be processed in 8½ minutes.

Kodak are also publishing a new edition of "Developing, Printing and Enlarging in Black-and-White and Colour" (£0.30) (Kodak Ltd, Station Road, Hemel Hempstead, Herts.).



Prescription specialities

VELOSEF injection

Manufacturer E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex

Description Vials containing 250mg, 500mg and 1g cephadrine with anhydrous sodium carbonate as a sterile white powder. Total sodium content approximately 165mg per g cephadrine activity

Indications etc As for Velosef capsules

Dosage Adults: Dose range 2-4g daily in 4 equal doses, usually 500mg four times daily, by intramuscular or intravenous injection or intravenous infusion. Children: 50-100mg per kg daily in 4 equal doses. More serious illnesses may require 200-300mg per kg daily, but should not exceed adult doses. Should be continued for a minimum 48-72 hours after the patient becomes asymptomatic

Side effects As for Velosef capsules. Transient pain may be experienced at injection

site. Thrombophlebitis has been reported after iv injection

Storage Before reconstitution, store at room temperature, shelf life 2 years. After reconstitution, inject within 2 hours. Solutions for im use if stored under refrigeration will retain full potency for 24 hours.

Dispensing diluent Sterile water. Intravenous infusion diluents: isotonic sodium chloride, 5 per cent dextrose or M/6 sodium lactate solutions. Precipitation may occur with solutions containing calcium salts

Packs 250mg-5 vials (£2.30 trade). 500mg-5 vials (£4.25). 1g-single vial (£1.65)

Supply restrictions PI, TSA

Issued July 1973

SYLOPAL suspension

Manufacturer H. N. Norton & Co Ltd, Shawbridge Street, Glasgow, G43 1QQ

Description White suspension containing polymethylsiloxane 125mg, light magnesium oxide 70mg, aluminium hydroxide gel to 5ml

Indications Flatulence, hyperacidity, heartburn in pregnancy, hiatus hernia

Dosage 5 to 10ml before food and at bedtime

Packs 200ml bottle (£0.68 trade)

Issued July 1973

VAT—The first three months

by T. P. Astill, BPharm, LLB, MPS, deputy secretary,
National Pharmaceutical Union

Value added tax was introduced on April 1. In this article Mr Astill looks back over the past fifteen weeks or so and considers some of the problems that pharmacists and their staffs have had to face and attempts to answer some of the questions that are still being asked.

In the weeks immediately before All Fools' Day chemists seemed to have been mainly concerned with three aspects of the introduction of the new tax. Uppermost in their minds was undoubtedly the reclaim of purchase tax and the problem posed by the necessary stock-taking at a time when there were many other things to be done.

The majority arrived at a stock figure in one of two ways: either by taking stock of tax-bearing items themselves shortly before the end of March, or by engaging a commercial firm of stock-takers to calculate the tax figure using the most recent stock certificate as a base. Those who did their own stock-taking had little difficulty in persuading Customs and Excise to accept their figures, although one or two local Customs inspectors initially expected a detailed, itemised inventory with every line identified.

Customs and Excise notice No 748, containing the rules for reclaiming purchase tax, had stated clearly that the method of stock-taking used for annual audit purposes would normally be acceptable for reclaiming purchase tax. It was therefore not difficult to persuade Customs to accept ordinary stock-sheets or even machine rolls produced by adding machines. Several chemists took stock using their cash register, keeping till-rolls and total-tickets to show the inspector. There is no evidence that any chemist who did his own stock-taking had his claim turned down or reduced.

Some local VAT offices were at first suspicious of purchase tax figures produced by adjustment from the last certificate, especially where the certificate was more than six months old. It seems that most chemists who used this method have now had their claims accepted, although one or two have had the total claim reduced by five or ten per cent.

Re-pricing

The second problem facing pharmacists—and, indeed, all retailers—in the pre-VAT period was that of re-pricing almost every item in the shop overnight. Apart from the shortage of time, many manufacturers did not make VAT prices available until well into April despite being asked to do so by the NPU and the price-list publishers. The *Chemist and Druggist* Price List, published several days before the end of March and containing several thousand VAT prices, proved invaluable to subscribers but the publishers were forced to show many lines at the old prices because of the reluctance of manufacturers to release their

new price lists in time for processing.

Both price lists show all standard-rated items at tax-inclusive rates. This is undoubtedly of benefit to counter assistants who know that it is not necessary to calculate and add VAT to the quoted price. The decision to quote tax-inclusive prices, which was made with the full knowledge and approval of the NPU, has given rise to some confusion, especially in connection with scheduled poisons and other items which are normally supplied on prescription and, therefore, at the zero-rate.

The figure which should be used as a base in calculating the price of private prescriptions is either the cost price (which is shown exclusive of tax in the lists) if a cost-plus method of pricing is used, or ten-elevenths of the listed retail price where the chemist expects a normal retail margin. *Chemist and Druggist* has supplied subscribers with a ready-reckoner to enable one-eleventh to be deducted from a given price and the NPU has sent a similar one, printed on card and suitable for hanging in the dispensary, to all members. The price of oral contraceptives on prescription should not have changed on April 1—they did not bear purchase tax and they do not carry VAT. They are, of course, standard rated when they are sold, for example to a doctor or clinic.

The third problem was accounting and record-keeping. For the first time retailers were to be liable for tax on their sales as such, and in many cases existing accounting systems would prove to be inadequate. The tax return form would require figures which could only be obtained from an up-to-date record of "outputs" and "inputs". Records and all invoices would need to be kept for at least three years and would be subject to inspection at short notice.

The NPU designed a complete accounting system which is now in use in about 4,000 pharmacies. There was initially, it is only fair to say, a certain amount of criticism, but most of this was the result of either unfamiliarity or supply delays caused by printing problems and shortage of time. Comments reaching Mallinson House are now overwhelmingly favourable. The system (indeed, any accounting system) needs a certain amount of time and discipline to keep up to date. The major advantage of the NPU books is that all the figures necessary to complete the VAT return form are readily calculable and filling in form VAT 100 is easy, quick and accurate.

Many chemists have reaped the benefit

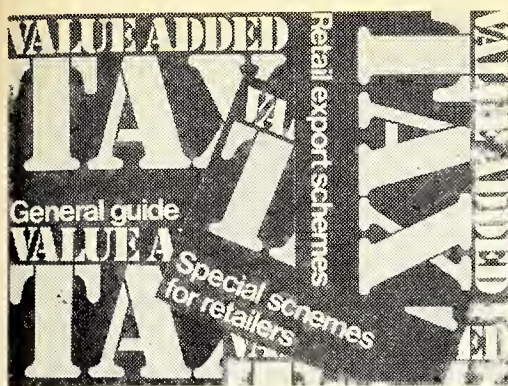
by sending in their return form promptly and thereby receiving early repayment from Customs both of VAT and, in the first month, purchase tax. It is perhaps noteworthy that many favourable comments about the NPU system have come from chemists' accountants and Customs and Excise officers. One VAT inspector did criticise it on the grounds that it gave him too much information!

Many chemists decided to design their own record-keeping systems, and very ingenious some of them are. One extremely un-mathematical pharmacist spent many hours adopting and extending his rudimentary cash-book. He showed the result to his accountant who was amazed to discover that his client had designed a perfect, text-book, double-entry book-keeping system! Some retailers already kept a "full set of books"; they merely added appropriate VAT columns to the cash book, day-book and ledger with which they were familiar. Others bought one of the many "simple" systems marketed by business stationers at prices between 30p and £75. Many of these have caused difficulty because they did not cater for the specialised record-keeping needs of chemists.

Anti-climax

After much publicity, and a last-minute buying spree in which many people rushed to buy articles which were actually coming down in price, the introduction of the tax was the anti-climax that many expected. Customers had been provided with a Government leaflet to tell them what was going up or down and by how much, but the guide-brandishing, price-watching housewife seems to have been a rarity; most shoppers were very sympathetic to the retailers' problem especially where it had not been possible to change all the prices by opening time on April 2. There were the inevitable so-called consumer protectors, either volunteer groups or Press reporters seeking sensation at the shopkeepers' expense, but the activities of these people gave rise to very little adverse publicity.

It is unfortunately true that retail prices overall increased by more than they should have done when VAT was introduced. Shoppers do, therefore, have a genuine grievance because VAT was fixed at a level which would produce about the same annual revenue as purchase tax and SET which it replaced. What is not clear is where the extra money has gone since no-one will admit to making more profit out of VAT. Hotels and restaurants have faced some criticism for putting up their prices by a full 10 per cent (or more in some instances) without making any allowance for the abolition of SET.



Chemists whose turnover is more than about 23 per cent dispensing are paying more VAT to their suppliers ("input tax") than they are collecting from their customers ("output tax"). They are therefore repayment traders and may, if they wish, make a tax return monthly in order to get their money back more quickly than if they accounted to Customs and Excise quarterly. Most pharmacists seem to have opted for a monthly tax period and will, by this time, have sent in at least two return forms.

Completing VAT 100

In general, form VAT 100 has caused surprisingly little difficulty but queries are still arising in connection with certain parts of it and it would perhaps be useful to go through the form describing briefly how each figure is arrived at.

Part A deals with tax liability.

Box 1: Output tax is, for retailers, one-eleventh of the gross value of supplies made at the standard rate. Many chemists are calculating this gross value by difference, deducting dispensing and other zero-rated receipts from total turnover (the so-called "chemists' special method"); others are identifying standard-rated items at point of sale. The figure entered in box 1 is the amount the trader owes the Government. Box 2: Very few chemists import directly or keep bonded warehouses so this is unlikely to be used.

Box 3: Any underpayments of tax notified by Customs should be entered here.

Box 4: Few retailers are likely to use this box. If an amount of output tax previously declared has not been paid, or if too much input tax has been reclaimed, or if insufficient output tax has been declared in a previous period, the adjustment should be entered here. Strictly speaking, the VAT on suppliers' credit notes relating to previous tax period invoices should be entered here, but it is equally acceptable to deduct the amount from input tax before completing box 6. There is, in fact, no need for credit notes passing between taxable persons to bear VAT, but most suppliers are crediting tax to all customers so that the same documentation may be used for those who are registered and those who are not. Box 5: is the sum of boxes 1-4.

Box 6: For most chemists deductible input tax is total input tax. Tax paid on the purchase of cars and on entertaining business clients (unless they are foreign) is not deductible. Partially exempt traders may not deduct that proportion of input tax which relates to exempt outputs. The input tax deducted may be that which has been actually paid in the period or that appearing on invoices received.

Box 7: Customs will notify any overpayments or overdeclarations to be entered here.

Box 8: Most pharmacists will have entered the amount of their purchase tax reclaim here. Anyone who has not done so should enter it in the next form and send a covering letter with the form explaining what the figure is.

Box 9: is the sum of boxes 6-8.

Box 10: is the difference between boxes 5 and 9. Chemists will usually find that Customs owe them this amount.

Part B of the form requires details of the business so that Customs can check each return against previous ones and against the forecast figures submitted on Form VAT 1 when the trader first registered. The figures entered in Part B also enable Customs to compare notes with the Inland Revenue, should they wish to do so, as they are empowered to do by the 1972 Finance Act.

Box 11: The tax exclusive value of standard-rated outputs should be ten times the value of output tax entered in box 1. The notes supplied with the form say that cash discounts should be added back but this does not apply to the retailers using any of the special schemes.

Box 12: Exports are zero-rated, including goods sold to foreign tourists or supplied direct to ship or aircraft under a retail export scheme. Customs notice no 704 gives details.

Causing problems

Box 13: Many pharmacists have got this one wrong. The total of all zero-rated supplies, both over-the-counter and dispensing should be entered here. The box 13 figure is, therefore, the sum of the following:

- ☐ Zero-rated counter sales (food, books and children's clothes)
- ☐ Doctors' and dentists' private prescriptions
- ☐ NHS levies collected (20p for drugs, 50p for hosiery, etc); and
- ☐ the total value of the NHS cheques received in the period (this sum does, of course, relate to supplies made some months before, but it is sufficiently accurate for the "statistical" purposes of part B of the form.

Box 14: Total tax-exclusive outputs are given by the sum of boxes 11, 12 and 13.

Box 15: There is still some confusion about the difference between zero-rating and exemption. Most chemists have no exempt supplies except pregnancy testing if carried out by a pharmacist individual or partnership. (Pregnancy testing "sold" by a limited company is taxable at the standard rate). Services, and goods supplied in connection with those services, supplied by opticians, chiropodists and hearing aid technicians are exempt. Chemist opticians etc, are, therefore, partially exempt and should enter the value of their exempt supplies here. It should be noted that goods are only exempt if supplied in connection with an exempt service. Thus, batteries are standard rated when sold by a hearing aid technician unless he also performs an exempt service at the time the battery is sold. Sunglasses are standard-rated unless they are sold by an optician to a photo-sensitive patient who needs glasses with a "prescribed tint".

Box 16: is a matter of arithmetic.

Box 17: All taxable inputs, whether they have actually been purchased from a registered person or not, should be entered here. It is thus not sufficient to add up all

the standard and zero-rated items on tax invoices. Strictly speaking the box 17 figure should also include those items which have not borne tax because the supplier was not registered and any petty cash purchases for which a tax invoice was considered too much trouble. The total of these "taxable non-tax-bearing" inputs will usually be insignificant.

In Part C of the form retailers are asked to state which of the special schemes they are using. The vast majority of retail pharmacists have opted for scheme 1 in either basic or modified form.

Part D is for completion by traders who are partially exempt, for example, chemist opticians. There are three methods of calculating deductible input tax. The methods are outlined in notice 706 and most chemist opticians should have chosen method 2.

Box 19: The method chosen is entered here.

Box 20: Input tax paid on goods which will be sold over the counter or dispensed at the zero rate should be entered here. This is wholly attributable to taxable supplies and is all deductible.

Box 21: Remaining input tax is attributable either to exempt supplies (eg lenses, frames and optical dispensing equipment) or partly to the taxable and partly to the exempt side of the business (business overheads and capital items such as new cash registers).

Boxes 22, 23 and 24 may then be completed by arithmetic using data from elsewhere on the form. The figures in box 24 and box 6 in part A should be the same.

Repayment delays

Many chemists have complained that the repayment due to them has taken much longer to arrive than the fourteen days promised by the Government. There are several reasons for this but they can be summed up by stating that the Customs and Excise centre at Southend has had too much work to do for the time and facilities at its disposal. There have been inevitable teething troubles with the computer: some correct forms were returned for correction and a number of traders were sent reminders about forms which had been sent in on time. In addition, it is understood that there have been staffing difficulties and that these have been exacerbated by the complexity of some of the tasks, shortage of training time and the sudden addition of the administration of purchase tax reclaims to the work-load.

The staff at Southend are catching up. A large number of chemists have received the April and May repayments at the same time and it is hoped that those for June will be made no more than three weeks after receipt of the return form.

One factor which has contributed significantly to the delay is that the Customs computer has been rejecting return forms which do not tie in with the forecasts made by the trader on his registration form VAT 1. Customs say that it would be most helpful if traders were to send a covering letter with any return form in respect of "abnormal" periods. For example, it would be useful to know about large items of expenditure such as the purchase of a new till, or sudden variations in takings following expansion of the business or closure for holidays. A "warning" letter would prepare the computer for the coming shock!

We've achieved 50% reduction of conventional pan drying times with the Accela-Cota, and much more besides...

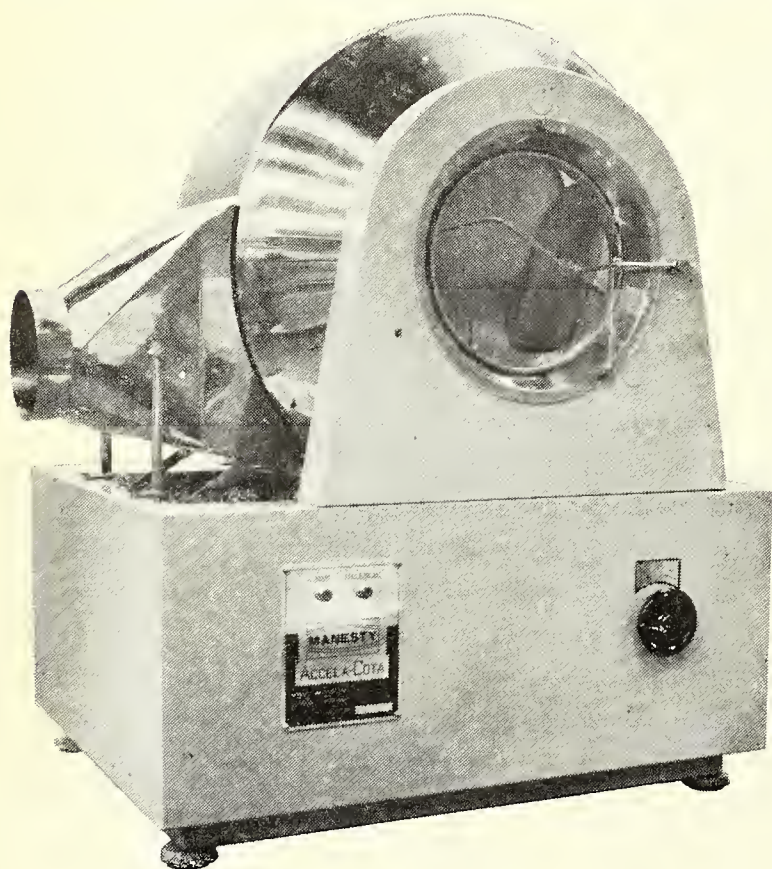
The coating of tablets had always meant major problems. Uneven drying . . . lengthy drying cycles . . . dust or chippings, caused by abrasion . . . varying thicknesses of coating throughout batches . . . and a traditional high wastage of materials.

We designed the Manesty Accela-Cota to solve all these, and their associated problems. It does so by incorporating the most advanced design features that our experience and today's precision engineering can provide.

The drying problem has been solved using a perforated pan and actually drawing the air through the tumbling bed of tablets. All tablets follow similar paths with equal exposure to the coating medium. Initial de-dusting of tablets is unnecessary. Dust and chippings are automatically removed by the exhaust system, resulting in dust-free coating.

The most meaningful advantages of the Accela-Cota, in addition to the 50% reduction of conventional pan drying times, can be summarised as: the elimination of environmental dust, efficiencies of over 90% and material savings of 15 to 20% in comparison with conventional equipment.

There are two models available. The 24" with an 18 kilo loading capacity and a volumetric capacity of 16.8 litres. The 48" with a loading capacity of 150 kilos and a volumetric capacity of 140 litres. Both models can be used for film or sugar coating and are fully described in our Accela-Cota Coating Unit brochure, which we'll gladly send to you on request.



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Comment

Professional control

Professional pharmacy in the United States is approaching a watershed. Two organisations, the American Pharmaceutical Association and the National Association of Retail Druggists, are asking the US Supreme Court to rule that it is within the power of a State legislature to require that drug stores (American style) must be under professional ownership (p. 35).

Success in this action, although only referring to the situation in North Dakota, would obviously give the Associations great influence in persuading other States to institute controls. Their case is based on public safety and, if allowed, must place the States in bad light if they were to stand out against such controls.

C&D recently reported on the growth of the US pharmacy chains (March 24, p 379), which are expected to control 19,000 out of 50,000 by the end of this year. And in 1972, the corporate chain drugstore controlled 60.1 per cent of the total national drug sales volume, amounting to \$1.5 billion (US).

Obviously the professional organisations are worried, and their aim before the court is to highlight "the basic social and legal policy issue of whether professional ethics and performance are to be determined, controlled or dictated by professions themselves or . . . by lay persons whose motivation may frequently be based not on professional or public welfare considerations but rather on private economic interests."

The associations say that the practising pharmacist is subject to continually increasing pressures in many employment situations, which leave him "squarely with Hobson's choice" between the economic objectives of his non-pharmacist master and his professional responsibility.

The North Dakota legislation required at least 51 per cent control of pharmacies by professionals though it is accepted that that would not accomplish a "perfect cure of the lay ownership evil perceived by the State."

A great deal of the associations' case is taken up with proving that pharmacy is a profession with all the public duties and responsibility which that status entails. A 1928 Supreme Court decision had conceived of the practice of pharmacy as a trade or occupation, so that ownership of a pharmacy by lay persons was considered unrelated to public welfare. But it is now proposed that the concept of a profession is not static, and among their arguments used to prove the case the associations point out that pharmacists may be held liable for errors resulting from failure to exercise "professional judgment"—and that they cannot necessarily escape liability by claiming a prescription was dispensed as written.

The argument continues that when purely commercial interests wholly own or control pharmacy, policies, practice and conduct have frequently been unduly influenced by commercial considerations. "These abuses range from the creation of an unprofessional environment and adverse working conditions to serious

infringements on the pharmacist's responsibility for the control and dispensing of drugs.

"The divorce between control and professional knowledge leads to a lack of accountability for improper actions. The employee pharmacist could argue practical compulsion and obedience to orders, while the employer could disclaim responsibility by pointing out that he merely hired."

Having no written constitution, Britain will provide no parallel to this move by the American profession. But many similar proposals are currently being fought out in the EEC, and the outcome in the USA will be watched with considerable interest.

One man's record

The headquarters organisation of the Pharmaceutical Society of Northern Ireland can be aptly described as "a one man band". But, fortunately for the profession in Ulster, the "man" for the past 26 years has been "Billy" Gorman, who this week received public recognition of his services through the award of an honorary MSc degree of the Queen's University of Belfast (p 33).

As the official organ of the NI Society, C & D and its staff have come to know Mr Gorman well over these years. We have developed a respect, shared throughout the Province, for his integrity and warmth of character—and have had good reason to know his important role in keeping the profession's "wheels" oiled and turning.

This has not been easy task for one man. When one considers that all the British legislative changes of recent years have also affected Ulster, that delicate negotiations have been conducted on reciprocal recognition of the NI qualification, and that the NI Society has to adapt to the EEC, the disparity between the Bloomsbury Square and University Street staffs becomes unbelievable.

But, characteristically, Billy Gorman saw his degree as an appreciation of the whole of the profession he serves. If so, it is fitting that the tribute should be paid through a man of Mr Gorman's stature.

Books

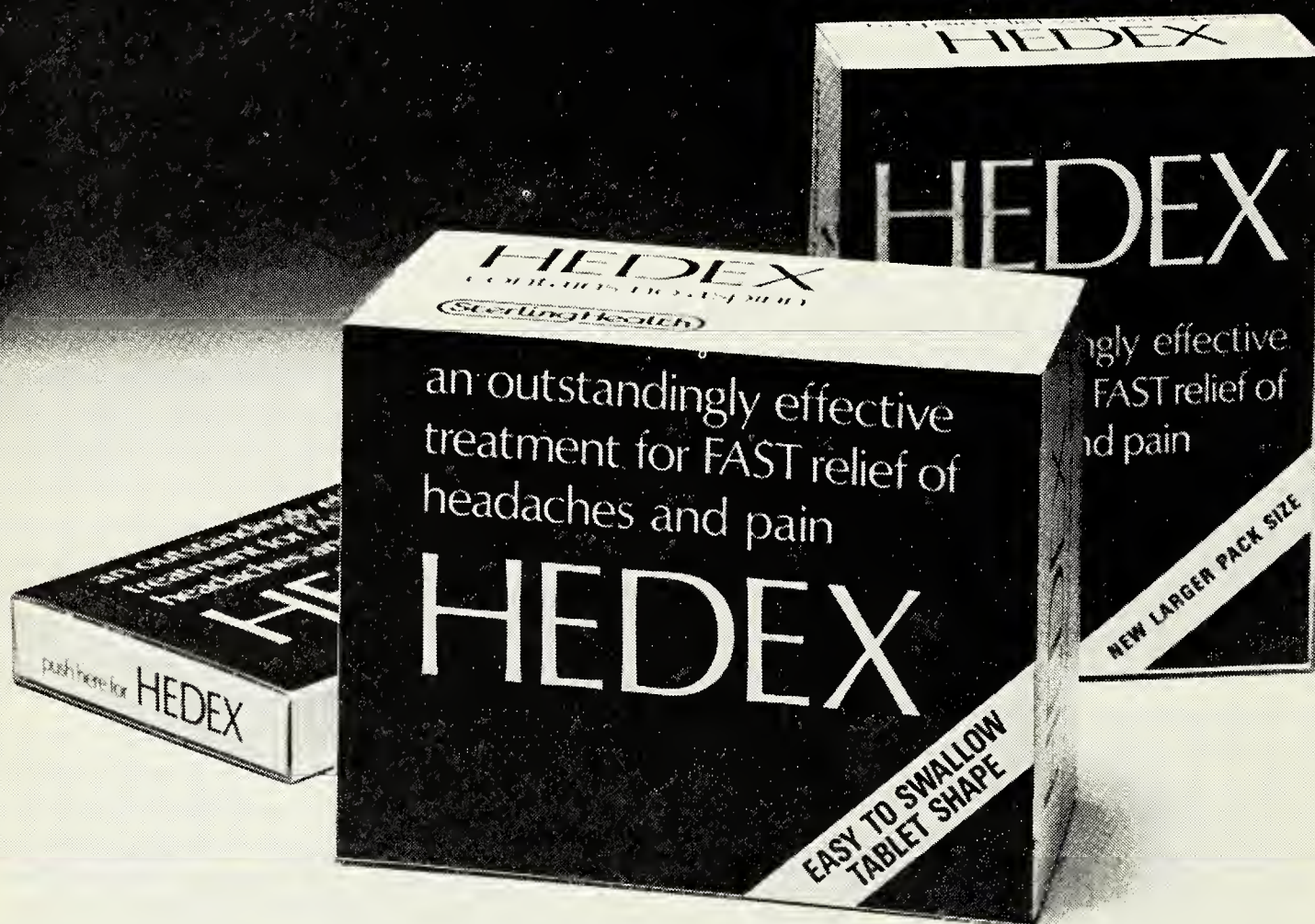
American Drug Index 1973

Charles Wilson and Tony Jones. *Blackwell Scientific Publications*, Osney Mead, Oxford. Pp 177. £5.15

Set out in a double-column, clear type format, the book comprises an extensive, correlated list of pharmaceuticals. Generic, brand, chemical, US Pharmacopoeial and US National Formulary names are listed alphabetically. The data given include synonyms in general use, the manufacturer, pharmaceutical forms, size, dosage and use.

There are extensive cross-references enabling a drug combination to be found if only one ingredient is known. The relationships between the drug combinations are shown by the method of organisation of the material.

Hedex acts faster!



Hedex the chemist's fastest growing analgesic brand—up 48% last year (A. C. Nielsen), and growing even faster this year.

Now to meet your customer's needs and help sales rise even further there is a new 40 tablet pack.

Start stocking this new chemist only pack and watch Hedex act faster for you.

Sterling Health

Family medicines you can trust.

Analgesics: A market still growing

by A. L. F. Deeson, MA, PhD, DSc

Writing in *Chemist & Druggist* in 1970 I suggested that over the counter analgesics were a growth area for chemists. This is still true.

In 1968 the value of the market at rsp was around £12 million; by 1970 it had grown to £15 million; and in 1972 it had grown by another £5 million to a conservatively estimated £20 million—some sources suggest that last year it may in fact have been as high as £24 million. Some of these increases—but by no means all—are due to the inflationary trend in prices: there are considerable indications that not only the number of people using pain relievers is increasing steadily, but there is also a higher level of usage per head population.

In a sample of population in Bermondsey and Southwark in South London, taken in 1971 and reported by *Retail Business*, 38 per cent used some form of analgesic during a two-week period and of these 87 per cent used over-the-counter pain relievers.

As a result of a survey carried out by ERC Market Research in 1972 it was found that during the month of interviewing 45.5 per cent of the sample suffered headaches; 21 per cent muscular pain; 30.4 per cent colds and catarrh; 9 per cent period pains and 8.3 per cent toothache. Of the headache sufferers only 10 per cent went to their doctors for treatment and 25 per cent for muscular pains.

Sufferers from headaches treating themselves used Anadin (19 per cent); Disprin (15 per cent); Panadol (10 per cent); Aspro (8 per cent); codeine (7 per cent); paracetamol (8 per cent) and Phensic (5 per cent). Twenty per cent of those treating themselves for headaches used "an aspirin". The survey also found that the market for treatment of headaches is extremely competitive and brand awareness is almost 100 per cent.

The breakdown by social classes and age groups indicates that the brand leader Anadin was used by a higher proportion of sufferers in the lower social classes, and those under 50 years of age. Disprin was used by 35 per cent of the 0-17 years age group, its usership declining to 8 per cent in accordance with the movement towards the older age groups.

ERC found that Anadin is also the most widely used product for toothache by those not going to the dentist. Codeine came next in importance.

Again the survey found that Anadin (20 per cent) and codeine (12 per cent) were most widely used for the treatment of period pains, followed by Feminax and Panadol used by 12 per cent and 9 per cent respectively.

During the period of the survey it was found that 34.9 per cent of the total sample and 49.9 per cent of housewives in the sample bought pain reliever.

In 1971 Target Group Index found that 57 per cent of adults classified themselves as

"headache sufferers" and 20 per cent qualified as "heavy users" of analgesics.

In addition to OTC remedies, the DHSS statistics show that in 1971 836,060 prescriptions for "addictive analgesics" and 18,801,440 prescriptions for "anti-pyretic analgesics" were filled in England, Scotland and Wales—a grand total of 19,637,500 prescriptions.

All this is perhaps a sad commentary on the strains of modern living: it may give added support to the argument that the sale of analgesics should be the chemist's prerogative.

The majority of sales are made over the counter like any other retail transaction but every now and again advice is sought or must be volunteered and only the pharmacist is in a position, because of his training, to provide assistance with the necessary degree of authority.

In fact, the sale of over-the-counter analgesics is divided between pharmacies, supermarkets and grocers, "corner shops", public houses, cafés and clubs. It seems probable that pharmacies account for about 75 per cent of the total market, supermarkets and grocers for 15 per cent with the remaining 10 per cent divided among the other types of outlet.

Most self-prescribed analgesics are used for headaches, rheumatic pains, colds and influenza and period pains—in that order.

Most of the products in this market are for general use, the major exception being

Beecham's Powders for the treatment of colds and influenza. Beecham's now claim domination of this sector of the market with their original powders, their tablets and the more recently introduced hot lemon formulation.

Beecham's believe that there is a trend in analgesics towards segmentation into products designed for specific purposes. Pursuing the trend Beecham's Fynnon calcium aspirin has been especially formulated for sufferers from rheumatism who need to take analgesics frequently and must have a preparation which is effective yet non-irritant. The Fynnon formula provides aspirin in a soluble form for fast action without stomach upset. Originally introduced in Lancashire in 1970, Fynnon calcium aspirin is now in national distribution with television support in all areas.

Another Beecham specific is their headache tablets, based on paracetamol and caffeine, which have been on test in the Midlands since last July. The manufacturers claim that in the first six months the product has reached sales levels attained only after 18 months by a competitive product (Hedex).

Beecham's leading general analgesic is Phensic, which has increased sales by 24 per cent during the last year with a re-designed pack and considerable television support.

Analgesics which are "specific" in a rather different sense are children's pain relievers which at the present time account for perhaps nearly £1 million of the total market. According to Audits of Great Britain, Angiers baby pain relief (Bristol-Myers) and Junior Disprin (Reckitt & Colman) are the brand leaders, accounting for two-thirds of sales, and followed by Junior Aspro.

Woodward's junior pain relief (Sanitas) was launched earlier this year and Sanitas say they will be putting more advertising support behind it than was spent on all similar brands in any previous year.

The junior analgesic market is showing



steady growth with the fastest expanding sector going to the paracetamol syrups. Calpol (Calmic), Panadol elixir (Winthrop), Panets baby elixir (Optrex) and Placidex (De Witt) are all important in this sector.

Fisons Pharmaceuticals is strongly chemist orientated and Genasprin, Cojene and Paracodol are sold only to chemists. The latter is basically an ethical product also sold OTC.

During the last 18 months Fisons have undertaken a sampling campaign and advertising to change the image of Paracodol as an analgesic for mild pain only. This has been done with the copy line "The big analgesic", suitable for moderate pain as experienced in headaches, toothache and at period times.

Another Fisons' specific analgesic is Auralgicin ear drops which is available OTC but also has the majority of prescriptions for ear pain.

Of the soluble non-narcotic analgesics, Fisons place Codis as brand leader with 50 per cent and Paracodol second with 15 per cent. Other important products in this area are Solpadeine (Winthrop) and Distalgic soluble (Dista).

Veganin (William Warner) is an old established OTC chemist-only product based on aspirin, paracetamol and codeine phosphate, which provides a good profit

margin. About 70 per cent of OTC sales of Veganin are for headaches.

Aspro and the more recently introduced Hedex (Sterling Health) are also important names in analgesics. Disprin has steadily increased sales over the past two years. A relative newcomer is Powerin (ICC), formulated for "really bad pains." It contains paracetamol, salicylamide, aspirin and caffeine.

Ralgex (Eucryl Ltd) is an analgesic supplied in stick or aerosol spray for external application to relieve muscular pain. Remedies for muscular pain form an important section of the analgesic market, worth an estimated £4 million rrp of the total—nearly all of which is in the hands of the chemist. An estimated 70 per cent of the business is shared by Algipan, Mentholatum Deep Heat, Transvasin and Ralgex.

Sales of Ralgex increased by 40 per cent in 1972. In addition to consistent national press advertising, it has been on television in London and the Midlands—the only brand in this sector to use TV—and Eucryl plan to extend to several more areas in the coming season. They will be announcing an addition to the Ralgex range in September.

Analgesics are very much a day-to-day, bread-and-butter product for the chemist, representing the largest single type of proprietary medicine in turnover.

At all times the chemist has one very great advantage: he can afford to stock a larger variety of brands, whereas the supermarket is almost always restricted to a maximum of four brand leaders. Undoubtedly, the greatest advantage of all is

that the chemist can recommend and advise and in this respect he is in a unique position.

Housewives more aware of aspirin than paracetamol

Over one tenth of housewives have never heard of paracetamol.

A survey, undertaken by the Johnson & Hutchinson group on behalf of Reckitt & Colman, of a nationally representative sample of 1,000 housewives revealed that all were aware of aspirin, over half saying someone in their home had used it at some time, compared with a quarter who said their families had used paracetamol.

However, less than a third of the housewives had aspirin in their homes at the time of the survey. The proportion for paracetamol was 15 per cent.

Nearly a quarter said they were using aspirin less often now, compared with only 1 per cent claiming to be using less paracetamol. The main reasons given for using less aspirin were that it upset the stomach and other brands were more effective.

Twenty-three per cent of those who had most recently taken aspirin said they would have taken aspirin or nothing; twelve per cent said they would have taken paracetamol if aspirin was not available. However, 14 per cent of the paracetamol takers said they would have substituted aspirin.

Paracetamol appears to be used for aches rather more than aspirin; of those having used paracetamol most recently 24 per cent had used it for a headache and 25 per cent for backache, compared with aspirin use of 16 per cent for a headache and 12 per cent for backache amongst those who had most recently used aspirin. Both analgesics were taken two at a time by about two-thirds of their users.

Eighty-eight per cent of those who had taken aspirin had already had it in their homes at the time, rather than making a special purchase. The proportion for paracetamol was 75 per cent.

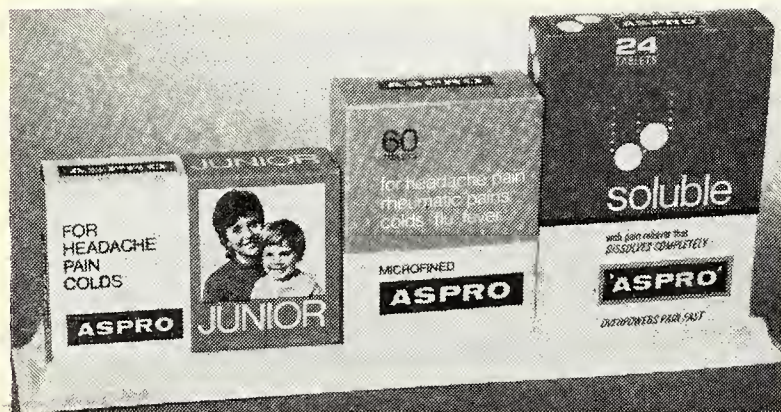
Paracetamol had more frequently been purchased on a doctor's recommendation than aspirin; 26 per cent of paracetamol users gave this as their reason for choosing the product, in comparison with 10 per cent of aspirin users giving it as the reason for choosing aspirin.

Both paracetamol and aspirin were more frequently bought in larger packs (50 tablets or more) than were branded analgesics.

The average of the prices housewives claimed to have paid for paracetamol was 21p, approximately twice the average prices paid for aspirin.

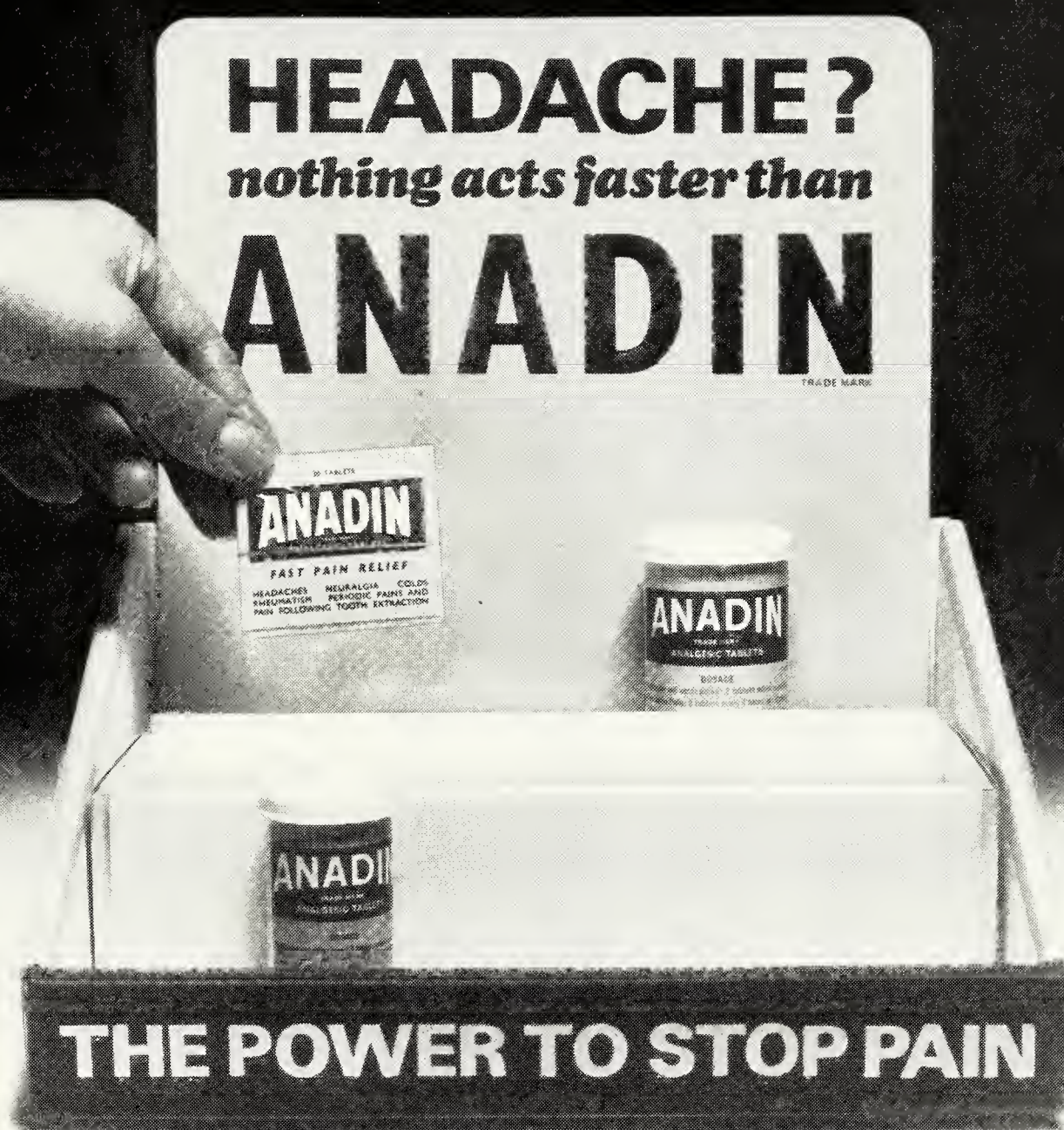
Paracetamol was liked for being less harmful to the stomach than other products, and for being recommended by doctors and chemists. Aspirin was liked because it was a familiar product; 27 per cent of housewives said they liked it because they "always used it".

About three quarters of those interviewed found nothing they disliked about either products. However 8 per cent did find paracetamol difficult to swallow and this is reflected in the most frequently given suggestion for product improvement being that paracetamol tablets should be smaller. Aspirin was disliked most often for its taste and because it upset the stomach.



Left: The counter display plinth which holds one of each Aspro pack type.

Anadin. Nothing acts faster. Nothing sells faster.



Anadin* is the brand leader.

That means more people favour the special four ingredient formulation in Anadin than any other analgesic.

Anadin works fast and sells fast.

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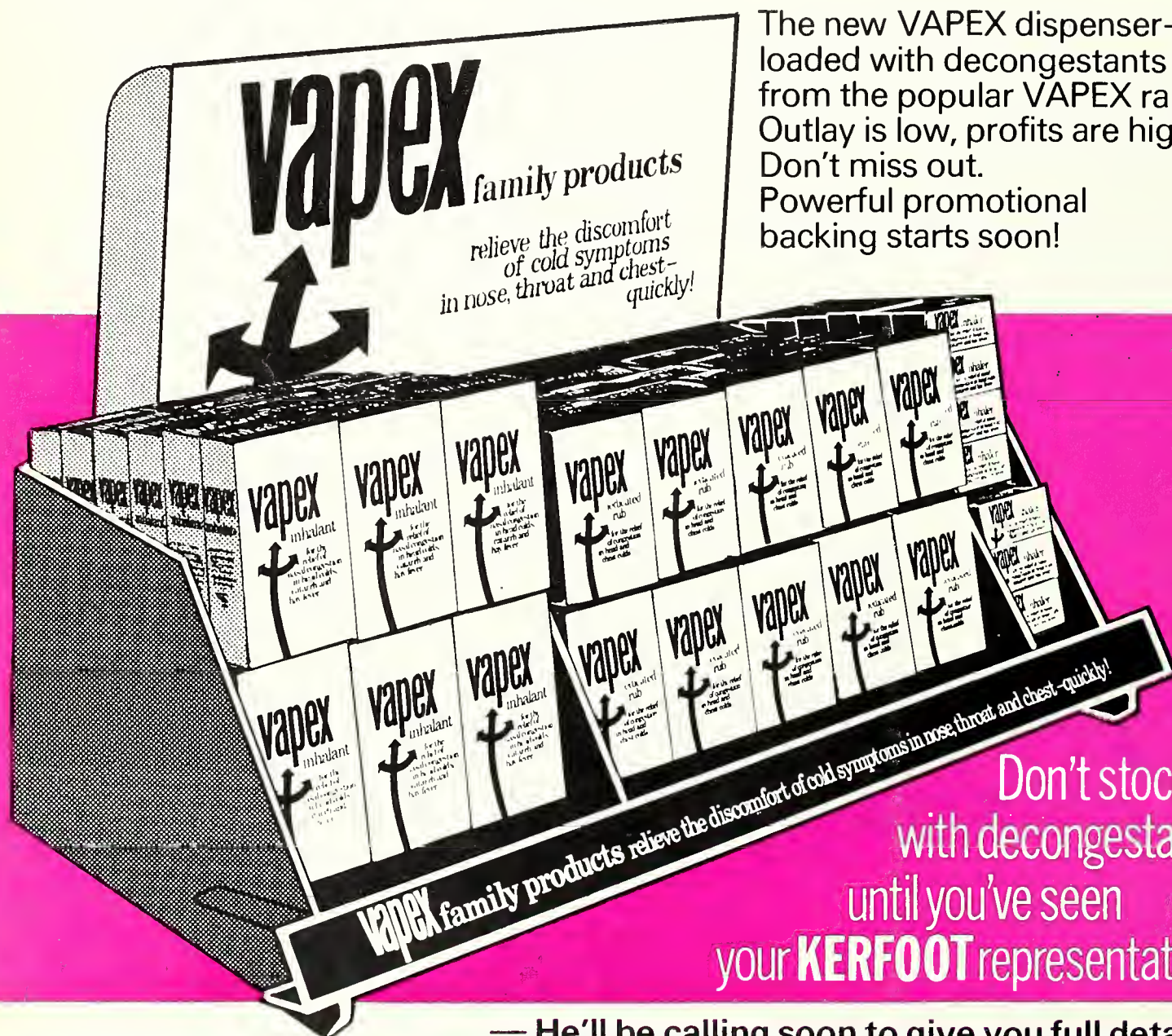
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Professional News

Pharmaceutical Society of Great Britain

Council gives its detailed objections to general sale list proposals

A five-point list of objections to the proposed general sale list was agreed by the Council of the Pharmaceutical Society last week. The list, prepared by the Practice Committee for submission to the Department of Health, is:

□ In the view of the Society's Council, the criteria adopted by the General Sale List Committee in preparing the list undermined the basic philosophy of the Medicines Act and the White Paper which preceded it. The GSL Committee, by merely collecting information about the products currently open to free sale was, apparently giving official backing to a situation which when the White Paper and the Act were under discussion, was considered to be unsatisfactory.

□ The GSL Committee's statement that a limitation on the self-service of medicines might prove difficult to enforce equitably and its decision not to make a recommendation restricting or prohibiting the offering of GSL products on a self service basis could not be accepted by the Society. The public could not be expected to differentiate between medicines and other products if medicines were sold by self-service techniques. The GSL Committee had itself expressed concern about the fact that some medicines currently being marketed closely resemble sweets.

□ The fact that the GSL Committee had found it necessary to put forward proposals on maximum pack sizes and maximum recommended daily doses for many of the medicines in the proposed GS list, seemed to be in conflict with the basic premise that general sale list medicines should be those which could "with reasonable safety" be sold without the supervision of a pharmacist.

□ No substances likely to be involved with interactions with prescribed medicines should be included in the general sale list. In a pharmacy, professional advice on that and other questions arising from the sale of medicines was always available.

□ The philosophy which had been adopted in the selection of medicinal products for sale in automatic vending machines should have been adopted for the whole general sale list. The list should have included an analgesic, an antacid, a laxative and an antiseptic, not a complete list of all substances included in products now available for sale through outlets other than pharmacies.

An Education Committee recommendation that the degree of master of science in experimental pharmacology of the University of Bradford should be approved

for the purposes of a 26-week period of preregistration experience was approved. It was decided that the value of the Society's research awards for 1973-74 should be increased to £695, to bring them into line with the Research Council's studentships.

Concern was expressed at the meeting of the Practice Committee that the Pharmaceutical Society had not been given the opportunity to comment at draft stage on the letter sent by the Department of Health and Social Security to doctors giving details of the changes in prescription writing requirements brought about by the implementation of the Misuse of Drugs Regulations. It was agreed that a letter should be sent to the Chief Pharmacist, DHSS, expressing "serious concern about the lack of opportunity to comment".

It was reported that information had been received from the Welsh Hospital Board that the Board was proposing to submit its plan for the reorganisation of the hospital pharmaceutical service in Wales to the Welsh Office this month so that the area pharmacist posts could be advertised and appointments made as quickly as possible. The Board proposed that there should be eight area pharmacist (Noel Hall) posts in Wales.

It was decided to write to the Board expressing surprise that it should propose to advertise area pharmacist (Noel Hall) posts when the Welsh Office must have under consideration the advertising of Area Pharmaceutical Officer (NHS) posts by the "shadow" Area Health Authorities which would be established as soon as the NHS Reorganisation Bill became law. A further letter incorporating comments on the proposals by the Council and co-opted members of the hospital practice subcommittee would be sent to the Welsh Hospital Board as soon as possible.

A recommendation by the agricultural and veterinary practice subcommittee was accepted that a further letter should be sent to the Ministry of Agriculture urging the issue of advice to trade organisations representing feed compounders on the law relating to the supply of animal medicines against prescriptions. It was agreed that a meeting of the Agricultural and Veterinary Practice Group should be held at the Animal Health Trust's Equine Research Station at Newmarket on October 10.

After considerable discussion of the situation arising from the decision taken by the National Association of Pharmaceutical Distributors with relation to prices charged to dispensing doctors for medicines, it was recommended that the Society should take no action on the matter.

The Practice Committee expressed its regret that a new clause put forward by Mr Eric Ogden, MP, during the report stage of the NHS Reorganisation Bill, on the question of limitation of pharmacy contracts near health centres or group medical practices, had been "negatived".

The Association of the British Pharmaceutical Industry had indicated that its advertising subcommittee had accepted the Pharmaceutical Society's view that package inserts—except those giving information necessary for the patient—should be excluded from containers which were sealed and non-transparent and intended to be handed to the patient as received from the manufacturer.

NI Council discuss newspaper allegation on Diconal scripts

A newspaper report alleging that drug pushers from Dublin obtain prescriptions for Diconal from doctors in Northern Ireland was discussed by the Council of the Pharmaceutical Society of Northern Ireland last month.

The pusher, by outlining a medical history and feigning symptoms of great pain, obtains a prescription and the number is altered. As it is written on form HS21 the chemist thinks it genuine and on occasions invites the patient to sign the back of the form for prescription charge exemption. Mr Paul said a pharmacist in Newry had given him a newspaper containing the report and asked that the Council pursue the allegation.

The president said allegations had been made in the past about medicines, containing substances controlled under the Dangerous Drugs Act, being sold over the counter by pharmacists. When the matter had been investigated no proof had been

forthcoming and the feeling was left that a sensation story had been created. He had not heard anything about unusual demands for Diconal but felt that in the interests of the pharmacists in the border towns a copy of the report should be sent to the Northern Ireland General Health Services Board and the Ministry of Home Affairs. The former would be able to extract and examine all prescriptions for Diconal dispensed during the past few months.

The secretary reported that minor drafting changes had been made in the regulations to increase the amount of the annual retention fee. The approval of the Ministries of Finance and Education was being sought. When this was granted the regulations would be signed and come into effect on August 1. He also reported that the Regulations made under the Misuse of Drugs Act 1971, by the Ministry of Home Affairs would come into operation on

Continued on page 55



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Continued from p53

July 1, 1973, except those dealing with safe custody which would become operative on October 1, 1974.

The Council approved the president's and secretary's action in dealing with correspondence about the proposed new membership of the Committee on the Safety of Medicines. Correspondence issued on behalf of the joint subcommittee on the Restructuring of the Health and Personal Social Services was noted as was a report on the subcommittee's meeting. A letter from Mr R. F. S. Thornton stated that he did not wish to offer himself for re-election to the Council when his term expired. The application of Miss K. M. Thompson for the renewal of the T. Harper Foundation for another year was granted. Professor D'Arcy said she was undertaking work that would be invaluable to hospital pharmacists.

Consideration of applications for the C. W. Young Scholarship Fund was deferred for a month. The president said the scholarship had not been taken up during the past year and the accrued interest was being added to the capital. At present the scholarship was of the value of £350 per annum but it might be possible to increase this amount to £400 and still have a small excess left. A paper on the Central Advisory Machinery for Health and Personal Social Services was referred to the education committee. The president said he was not aware that the earlier proposals for restructuring the health and personal social services included the establishing of a Health and Social Services Council for Northern Ireland. He wondered whether the Council would interfere with the direct access to the Ministry promised in the original proposals, and what representation pharmacy would have on the Council.

The secretary reported that since the last Council meeting he had received suggested plans for the provision of the hospital pharmaceutical service in their districts from hospital pharmacists. They had been forwarded to the Ministry of Health.

Surprise expressed

Discussing an interim report from the joint law and education committees, Mr Gray said a list of substances included in the general sales list and likely to cause drug interaction had been prepared. The committee were more than surprised to note that pennyroyal and its oil were included in the general sales list although both were at present Schedule 4A substances in Northern Ireland because of alleged abortifacient properties. The committees would look at the prescriptions only medicines list and submit a report to the Council at the next meeting.

Mr Kerr said that in the discussions representatives of the Council had had with hospital pharmacists the latter had stated that the Area pharmacist would be fully occupied with work relating to hospitals and would not be able to devote any time to matters affecting chemist contractors in the area. He wondered whether the Council's representatives on the joint subcommittee knew the position. Mr McIlhagger said the matter had been discussed and would be raised again by Mr Hunter and himself.

All 11 candidates in the forensic pharmacy examination had been successful.

Irish Union Executive urge return of survey questionnaire

The Pharmaceutical Society of Ireland is to be asked by the Pharmaceutical Union to issue a circular requesting return of the completed economic survey questionnaire. The Executive Committee also decided at this month's meeting to allow the pharmacist not to sign the form if he fears non-confidentiality.

The chairman, Mr T. R. Miller, said that about £1,500 had been received towards the survey's costs, but about £2,500 was required. The survey had to be completed before October so replies must be received immediately.

Mr Miller said that pressure should be put on the regions so that the questionnaire would be answered and returned by all pharmacists without delay. He realised that filling in the forms involved a lot of time, but regional representatives should do all in their power to see that they were completed. Much discussion had taken place on the necessity of uplifting the standards of pharmacy but if pharmacists were not prepared to help themselves nobody else would. If they had not all the necessary facts and figures at their disposal when they went to negotiate with the Department they might as well forget about the whole exercise.

Miss Stella O'Reilly said she personally knew pharmacists who resented having to give financial information. She thought this might be overcome if the pharmacist was not obliged to sign the questionnaire but merely to give his computer number. Mr Burke said this confirmed his experience as he had numerous telephone calls from pharmacists objecting to having to sign the questionnaire. The personal signature was an inhibiting factor.

Arising out of the minutes, the chairman reported on a meeting which had been held with representatives of the contractors' committee concerning the advisability of the committee coming under the aegis of the Union. He regretted to have to report that little progress had been made.

Finances

The feeling had been conveyed that the Union might take over the finances of the contractors' committee but he had assured the meeting that this was not so. Mr O'Sullivan said that he and Mr Nolan felt that the contractors' committee should come into the Union. They also felt it might be better if such a development should originate from the grass roots of pharmacy. They felt there was an amount of goodwill towards the suggestion and Mr Sullivan conceded that Mr Cashman had advanced some strong arguments against fusing. One was that a committee had been set up to look after the interests of contracting pharmacists and that as a result the responsibility rested on it to ensure that the money entrusted to it would be

used specifically in the interests of contractors. Mr Cashman was concerned that it might not be seen to be the case if the committee established formal links with the Union. He felt each contractor should be asked for his views. If not, information should be obtained on a regional basis.

Mr Nolan said that other members of the contractors' committee had also indicated their reluctance to come under the Union. He had tried to point out that it was a question of pharmacy having one organisation or two. The contractors were concerned about their legal obligations and also in case the Union might not survive, a fear he believed to be unfounded.

Exploratory meeting

Mr Burke said the meeting was merely an exploratory one. On four visits to the country the views he had heard expressed were in favour of co-operating with the Union. Mr Cashman was anxious to have information concerning the Union's present assets. He has also suggested that they should write to the contractors' committee setting out their views on how co-operation could be achieved, or any alternative suggestions. He felt a memorandum would have to be prepared and submitted to the contractors' committee setting out the Union's views.

Agreeing, the chairman said he had already received a directive from the Union to meet the contractors. He had told the contractors that the pressure was coming from the regions. Mr Stack had indicated to him that in his region there was total support for the idea. Mr Nolan had a similar report while Mr Ward and Mr Shanahan indicated that the feeling was much the same in their areas.

The chairman said it was inevitable in any organisation that there would be a minority viewpoint, but he felt the will of the majority would prevail. He agreed that all the contractors should be contacted and their views ascertained. Each organisation was allowed to look after the interests of its particular sector, and to make recommendations to the executive. Recently the executive had taken up a matter concerning the Army Pharmacists' section with the Department of Defence. The same applied to the Industrial Pharmacists' Association, who looked after their own interests and the contractors' committee could do the same within the framework of the Union.

The history of the contractors was reviewed by the chairman. They had secured the services of Mr Ledwith, an economist, and Mr Smith was looking after the community pharmacists' sector. Was it now suggested that a third organiser should be appointed?

Mr R. J. Power said that there was an area of sensitivity regarding the amount

Continued on p56

Contractors and the Irish Union

Continued from p55

of money accrued and the possibility that it might be deflected towards the general Union activities. He said the obvious thing was to write to the contractors' committee setting out the terms under which they would be incorporated in the Union and pointing out that while they would be part of the community pharmacists' section they would still operate as a contractors' committee and that their finances would be retained for that purpose. It was agreed to write to the contractors' committee indicating the Union's views and asking for the committee's views in return.

The meeting agreed to invite applications for the position of Union organising secretary. Mr O'Sullivan said that the only way in which they could expect to obtain finances was by personal contact with each pharmacist. The chairman said they had £2,546 cash on hand and there was about £6,000 in bankers' orders already made out in the name of the Irish Drug Association. He was reluctant to advertise for a general secretary until their finances improved.

Executive officer

The Union could not have money without members, said Mr Power. Some pharmacists did not want to join until an executive officer was appointed, but they could not appoint him without money. Mr Sullivan could not see them getting full membership until they had somebody to go around whipping up interest in the Union.

Agreeing, Mr Nolan said these were also his sentiments. They needed an executive officer and until they appointed one they required the services of a secretary to forward application forms and bankers' orders to pharmacists and compile a register of those who had paid. The chairman said it was patently clear that they could not carry on in a voluntary way. He was indebted to Mr Ledwith and Mr Smith for helping him out with agendas, etc.

After the holidays they would have to start thinking about elections, said the chairman, because the present structure was only *ad hoc*. The Regional Pharmacists' Associations would have to be organised and have somebody at the top.

Mr O'Sullivan said it was obvious the national health scheme would be broadened in the coming years. Everybody would be included in some health scheme and pharmacists would have extra paper work. It was agreed to seek a meeting with the Medical Union to discuss problems of common interest.

A letter from the Department of Defence was read out stating that the Union's representation on behalf of the Army Pharmacists' Association in relation to pay and conditions was receiving attention.

The director of the post graduate education committee, Mr D. W. P. Boyd, wrote

saying that the Committee had far-reaching plans for the winter session and suggesting that the Union be adequately represented on the committee when details of the proposed courses would be discussed. It was agreed to request the community pharmacists' sector to nominate two representatives.

Mr Power said there could be sensitivity among certain groups within their Union regarding possible restraint on the activities by the executive and he would like the matter clarified. The chairman agreed that where a group made a decision on a particular issue affecting its activities, it required the formal approval of the executive but this would not be withheld unreasonably.

Mr Burke said that finance was not the only consideration in the operation of the Union. A strict code of ethics would have

Withdrawal of Controlled Drug authorities

The Home Secretary has issued a directive to prohibit the following from having in their possession, prescribing, administering, manufacturing, compounding and supplying and from authorising the administration and supply of the substances and products for the time being specified in paragraphs 1 to 5 of Part 1 of Schedule 2 to the Misuse of Drugs Act, 1971, from July 1. Previously their general authorities under the Dangerous Drugs Regulations 1964 to possess and supply Dangerous Drugs had been withdrawn:

Balfour, William Leslie, 202 Braid Road, Edinburgh; Brown, David, 1 Quay Haven, Swanwick Lane, Southampton; Burns, Noel Patrick, 19 Balfour Road, Acton, London W3; Caron, Henry Joseph, The Surgery, Post Office Building, Pontnewynydd, Pontypool, Monmouthshire; Case, Ralph Martin, 40 Suffolk Road, Barnes, London SW13; Crookes, Gary Neville, 26 William Road, West Bridgford, Nottingham; Ford, Barbara Doris, 1 Lych Way, Horsell, Woking, Surrey; Halford, Patrick Alexander, 190 Uppingham Road, Leicester; Harris, Paul Graham, Eastview, Ketley Bank, Oakengates, Shropshire; Hendry, James Gordon Brown, 1 Ossian Road, Newlands, Glasgow; Hirschmann, Joseph, Brook Cottage, Ashford Carbonell, Ludlow, Shropshire; Hunter-Smith, Conrad, 51 Brockhill Road, Hythe, Kent; Hyden, George Eric, 24 Seafield Road, Rustington, Sussex; Kitchen, Francis Richard, 41 Waterloo Road, Birkdale, Southport, Lancashire; Leven, Thomas, The Beeches, Lesmahagow Road, Strathaven, Lanarkshire; MacDougall, John Adams, 34 Liberton Brae, Edinburgh 9; MacGregor, Ian Ivor Maynard, 55 Stadium Street, Chelsea, London SW10; Meidlinger, Joseph Graham, 7 Station Road, Twyford, Berkshire; Mukhopadhyay, Ashoke, 6 Gorse Road, Blackburn, Lancashire; O'Grady, John Maurice, 15 Boothroyden, Blackpool North, Lancashire; O'Reilly, James Joseph, 55 Sandy Lane, Caldicot, Newport, Monmouthshire; Quirke, William, 48 Warateh Avenue, Dalkeith, Western Australia; Robinson, Leonard William, 30 Langholm Crescent, Darlington, co Durham; Shukla, Dolarrai Keshaval, 89 Crownwoods Way, London SE9; Steele, Elizabeth Joan, 17 Bentinck Close,

to be maintained and membership could not be secured merely by forwarding a cheque if the applicant was deemed not to comply with the required standards. Once the Union accepted a pharmacist, they must be prepared to defend him to the hilt. In order to do so they must be satisfied that he was a person worth defending. The chairman, agreeing, said they would have to draw up rules as to what constituted eligibility for membership. He further stated that a company with a number of branches would be required to pay a fee for each branch. It was agreed to hold a special meeting to consider the position regarding companies with branches where the pharmacists employed were not members of the Union.

It was announced that Mr P. Stack, Mr H. P. Corrigan and Mr T. R. Miller had been appointed trustees of the Union.

Gerrards Cross, Buckinghamshire; Thompson, William David, Harford Cottage, Sirhowy, Tredegar, Monmouthshire; Whiteley, Harry Dermot, 21 Heneage Road, Grimsby, Lincolnshire.

The Home Secretary has also prohibited Clive Anthony Watkins, dentist, Victoria Cottage, Marton, Rugby, Warwickshire, from possessing, prescribing, administering, manufacturing, compounding and supplying and from authorising the administration and supply of the substance and products for the time being specified in paragraphs 1 to 5 of Part 1 of Schedule 2 to the Misuse of Drugs Act, 1971, from July 1; his general authority to possess and supply Dangerous Drugs had previously been withdrawn.

Lawrence prize awarded to student

Miss Shelagh Levan, 20, from Manchester, is this year's winner of the Lawrence prize presented annually by the Haywoods Pharmaceutical division of Barclay & Sons Ltd. Miss Levan was presented with a cheque for £50, plus a certificate, at the premises of Haywoods Pharmaceuticals in Nottingham on June 28. The Lawrence prize, which was inaugurated in 1971, marks the association between the author D. H. Lawrence and the company and is presented each year to a second year student of pharmacy at Nottingham University for their contribution to student affairs. The presentation ceremony this year was somewhat overshadowed by the recent death of Professor W. M. Partridge, who was Lord Trent professor of pharmacy at Nottingham and an enthusiastic supporter of the Lawrence prize.

Queen's pharmacy degrees

New first graduates of the Queen's University of Belfast received their degrees at the conferring ceremony last week (see also p33).

The following BSc degrees in pharmacy were awarded: *first class honours*: Woolfson, A. D.; *second class honours* (grade i): Kerr, D. S., McCafferty, D. F.; *second class honours* (grade ii): Barr, L. E., McDonald, R. J. G., Maguire, C. M., Murray, F. J., Smith, A. M. J. *Pass*: Black, G. McG., Clarke, R. H., Close, D. M., Grimshaw, C., Rea, R. D., Vyas, C. M.

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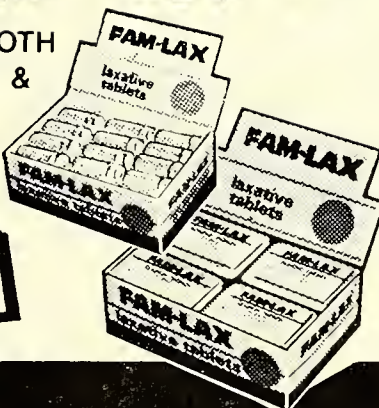
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ADDRESS

Tranquilliser Order approved and High Court action starts

When the Under Secretary, Department of Trade and Industry, Mr P. Emery, moved The Prices (Tranquillising Drugs) No 3 Order in the Commons last week Members asked that the figures supplied by Roche Products Ltd earlier that day (last week, p 18) be published. This Mr Emery refused to do as the company had requested it.

Mr Emery said that if Roche were to come forward with any new evidence of material change since the Monopolies Commission Report to justify modification of the price Orders, this would be considered.

"Nothing that has happened since the first Order was passed has led the Government to change its views about the correctness of the action taken."

Mr T. H. H. Skeet, criticising the Under Secretary's action, said the case went well beyond Roche. "I can see it arising with many pharmaceutical companies when the State will have the right to say that there is a point beyond which expenditure on research is needless not simply because those concerned know all about it but because the Monopolies Commission is prepared to lay it down and the Government

are prepared to say that they will sanction the report."

Mr P. Rees said he saw no practical reason why the House should not have the dispute referred to a Select Committee. It was against every precedent that the recommendation of the Special Orders Committee "was emasculated".

Mr Fletcher-Cooke referred to the action of Roche giving the figures as "a sort of death-bed repentance".

The Order was approved by the Commons and later by the Lords.

Lord Limerick who had moved the Order in the Lords said it now included the whole Roche group to prevent supply at higher prices by those other companies. The Order, he said, did not touch on the question of repayment by Roche for "past overpricing and the new prices are not designed to include provision for such recovery. This is a matter for negotiation." The Order (No 3) would not lapse as did the previous two. If Roche provided new evidence to change circumstances since the Commission reported they would be considered.

Lord Peddie believed the Order reflected little credit on those responsible. The House would be exposed to criticism in that it had failed to ensure that justice had been seen to be done. "You do not need the expertise of the Monopolies Commission to decide that the selling price of drugs far exceeds its prime cost of materials." The Commission had complained it had not got certain information from Roche but the company had offered it in confidence and the Commission refused the terms of confidentiality and proceeded to make a judgment without that information.

Lord Stamp, a member of the Special Orders Committee which decided that a case had been made out for a Select Committee to inquire into certain findings of the Monopolies Commission report, criticised the choice of a Friday for discussing the matter. It was a day on which the House did not usually sit and then normally only for non-controversial issues... "there was bound to be a depleted attendance". Lord Davies (of Leek) said they [presumably Roche] "were buying a drug at £9.26 kg but by influence and working of the multinational companies... the end price was about £400 odd.

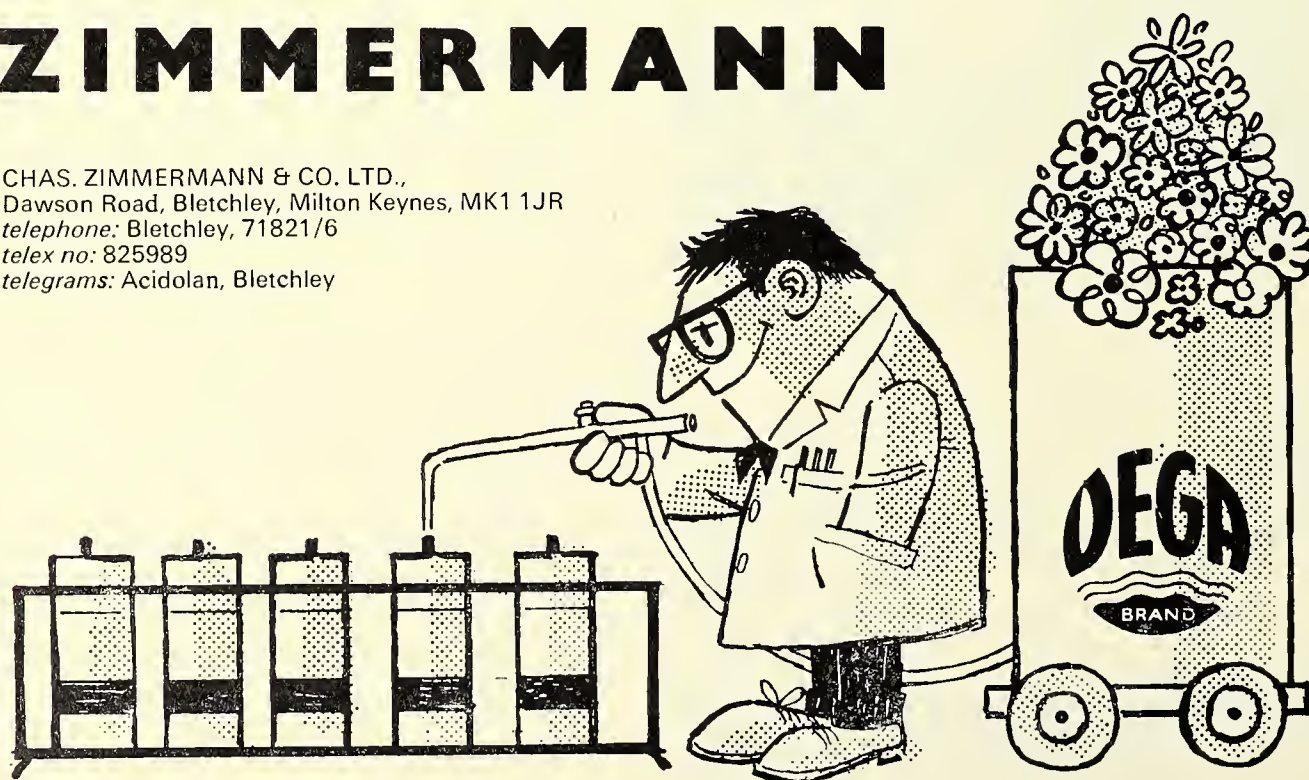
Lord Shackleton whose amendment it was that overturned the Special Orders Committee findings, said "I think we have saved the House from involving itself. Had we been involved it would have been very embarrassing and in the end not yielded a satisfactory conclusion." "We now hear," he added, "it is likely to take two years in the High Court. I can only say 'The best of luck to them'."

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'May lose £8 million'

The Roche organisation, who are challenging a Government order to cut the price of their tranquillisers, could lose £8 million if they wait for the matter to be decided by a judge.

This was mentioned in the High Court on Tuesday when the Government sought an order that three Roche companies (Roche Products Ltd, F. Hoffman La Roche AG, and Sapac Corporation of Uruguay) should comply with the Regulation of Prices (Tranquillising Drugs) Order.

Roche has issued a writ claiming declarations that the Commission's investigations were unfair and that the price cut order is, therefore, invalid.

But they claim that losses would exceed £8m even if their action and any subsequent appeal could be compressed into two years. As mentioned last week (p 18) the Government had refused to give an undertaking about compensation if the order should be held invalid. So Roche want to charge the old prices and invest the difference in a bank account to safeguard their position if they should succeed.

On Tuesday the Department of Trade and Industry sought a ruling that the threatened action by Roche is unlawful.

Mr Kenneth Jupp, QC for the Department, reviewing events, said the price cut order was made on April 12, the day after publication of the Monopolies Commission report on the supply of two tranquillisers, Librium and Valium.

Roche petitioned the House of Lords against the order and a Special Orders

Committee conducted hearings for several days. The petition was eventually rejected and on July 5 the order was approved.

Roche issued a writ seeking declarations that the Commission's report was unfair and contrary to the rules of natural justice and that the price levels set were penal or arbitrary in that they bore no relation to current costs and profits.

Their solicitors also wrote a letter to the Secretary of State for Trade and Industry in which they repeated their criticisms of the Commission's investigation and said it had not inquired into the matter of research expenditure. Because the order was based on the report, it was invalid.

The cost to Roche of the price reductions of 40 per cent on Librium and 25 per cent on Valium was £10,000 a day, the letter continued.

Roche had therefore proposed to raise the prices of the drugs to those existing before the order and pay the difference into a bank account in their name. It was only the seeming determination of the Minister to abide by the order whatever the cost that had forced Roche to take "a posture of apparent defiance".

Mr Jupp said it was the threat to raise prices contained in that letter which had brought about Tuesday's application.

In a statement read to the court by Roche's counsel, Mr Richard Yorke, QC, Dr J. Marks, managing director, Roche Products Ltd, said that counsel for the Minister in the House of Lords had seen fit to state that Roche were anxious to delay matters "and... seek to make money out of delay." "That was and is not so and Roche are willing and anxious

to conclude proceedings as expeditiously as possible, consistently with justice being done," said Dr Marks. Dr Marks strongly refuted suggestions that Roche had obstructed the work of the Commission, in particular by withholding information.

Westminster report

Drug trial fees

Mr John Nott, Treasury Minister of State, said in answer to Mr L. Pavitt that the Treasury would not ask pharmaceutical manufacturers to declare the names of doctors and details of amounts paid in respect of fees for participation in local drug trials.

Mr Pavitt further asked if the Minister was aware that the fees are taxable and that there is a suspicion that some part of them represents drug sales promotion. Mr Nott replied that that had been looked into, but no evidence of such payments was found.

Modern NHS hearing aids

Modern behind-the-ear hearing aids will be provided free from hospital based clinics on the National Health Service from autumn 1974.

Sir Keith Joseph announced in the Com-

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Pharmaceutical and Fine Chemicals



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telephone: Bletchley 71821/6 telex no: 825989 telegrams: Acidolan, Bletchley

Continued from p59

mons this week that the modern aids would replace the body-worn devices which have been issued since 1948. Because of the cost and the shortages of trained staff, the programme would be implemented in stages with priority being given to disabled war pensioners, mothers with small children and children themselves. By 1978 the Department expected to be spending about £5m on hearing aids and £1m on extra staff. The batteries will also be provided free of charge.

□ The House of Lords last week relented over prescription charges for contraceptives. Previously they had moved that there should be no charge, but the Commons have twice rejected the move. Lord Aberdare, the Minister of State, Social Services, said that as the prescription charge would usually cover several months' supply, he did not believe it would prove a deterrent.

□ The NHS Reorganisation Bill has now received the Royal Assent and the Fair Trading Bill has reached the Report stage in the Lords.

LPC election timetable

The timetable for the election of local Pharmaceutical Committees, issued this week, shows that nominations must be submitted by August 18. Nomination forms will be issued on August 1, and voting papers on September 5 for return by September 18.

The help of Executive Councils has been sought in preparing the electoral rolls but any employee pharmacist who is in doubt as to whether or not his name has been submitted should forward to Mallinson House, 321 Chase Road, London N14 6JN, his name and address together with the name and address of his employer, not later than July 20.

Radio advertising for Londoners soon

Early in October two commercial radio stations expect to go on the air beaming their programmes to residents in the Greater London area—the exact area of reception is not certain and will depend on the power used. One of these, London Broadcasting, will transmit on 97.3 MHz VHF and on 417 metres medium wave. Introducing their first rate card to advertisers this week, they said they aimed to give a 24-hour all news and information service.

Coming events

Thursday, July 19

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Leicester Royal Infirmary, at 8 pm. Champagne and strawberry party (£1.75). Details from Mrs M. Andrew, 10 Fullhurst Avenue, Leicester.

Market News

CURRENCY CHAOS

London, July 11: With the purchasing value of the pound decreasing by 4 per cent during the week—2 per cent in one day alone—trading conditions in crude drugs and essential oils was extremely difficult.

In view of the unsettled conditions, practically all forward rates that are quoted must be regarded as an indication only. The same could be true of spot offers if replacements were wanted quickly. Curaçao aloes is now following the upward trend noted in the Cape variety over the last few months. New crop cascara came on offer but after a short spell of trading the offers were withdrawn. Although by now new crop American products such as cherry bark and senega would normally have been received, this year there have been no indications. Holders of Chinese menthol and other products from that origin, have increased their spot prices while withdrawing forward business. Chinese cassia oil on spot was quoted as £4.00/kg against £2.90 during the previous week and peppermint at £3.25 against £3.10.

Pharmaceutical chemicals

Acetic acid: 12-ton lots, delivered, per metric ton, BPC glacial from £94; 99.5 per cent technical £87; 80 per cent grades pure £82.50; technical £75.

Acetomenaphthone: 100-kg lots £5.64½ kg.

Alcohol: (Per proof gal). Synthetic ethanol in 2,500 bulk gal lots—96 per cent, £0.245 and 99.9 per cent, £0.257 in tank wagon; £0.260 and £0.272 in drums for 900-bulk gal; industrial grade 95 per cent £0.172 in bulk and £0.187 in drums.

Aloin: 50-kg lots £9 kg.

Aminacrine hydrochloride: £33.50 kg.

Ascorbic acid: £2.45 kg; 5-kg £2.51; sodium ascorbate, plus £0.23; coated, plus £0.10 kg.

Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

Benzoic acid: One-metric ton lots £30.42 kg.

Borax: BP grades, per metric ton, in paper bags delivered—granular £112; crystals £154; powder £122; extra fine powder £126. Technical grades less £24 per ton.

Boric acid: BP grade per metric ton; granular £110; crystals £154; powder £122; extra-fine powder £126 in paper bags, carriage paid. Technical is £24 per 1,000 kg less than BP grades.

Caffeine: (50 mg) Anhydrous and hydrate £2.35 kg.

Calcium gluconate: 250-kg lots £0.63 kg.

Calcium lactate: 250-kg £412 per metric ton.

Calcium pantothenate: £3.60 kg; 5-kg £3.57 kg.

Calcium sodium lactate: £0.709 kg in 50-kg lots.

Carotene: Suspension 20 per cent £16.73 kg.

Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £385, £346, £334 respectively. Premium for powder £10.

Cyanocobalamin: £1 per g.

Ephedrine: 100 kg lots per kg—£13.00; hydrochloride £10.75; sulphate £11.10.

Ether: Anaesthetic BP—2 litre bottles £0.91 each for under 350 litres; £0.85 each for over 350 litres; 45-litre drums £0.31 litre for 350-litre lots. Solvent BP—per metric ton in drums from £333 for 50-kg lots in 16-kg drums down to £318 in 130-kg drums.

Folic acid: 5-kg lots £18.65 kg.

Gallic acid: 1,000-kg lots £1.68 kg.

Glucose: (per metric ton in 10-ton lots), monohydrate powder £94; anhydrous £175; liquid 43° Baume £79 (5-drum lots).

Isoprenaline sulphate: 5-kg £16.50 kg.

Kaolin: BP is £66 per 1,000 kg in stacks.

Lactic acid: £570 metric ton for 50-kg lots.

Magnesium carbonate: Heavy £192; light £184 per metric ton.

Magnesium hydroxide: BPC £560 metric ton.

Magnesium oxide: BP (per metric ton); light £560; heavy £890.

Magnesium peroxide: 50-kg lots 23-25 per cent £0.59 kg.

Magnesium trisilicate: £470 metric ton.

Methyl salicylate: Per metric ton in 5-ton lots £467.50; 17-ton £472.50; 500-kg £477.50.

Methylated spirits: (Per bulk gal, delivered) 45-gal drums minimum 900 gal, industrial 66 op £0.324; perfumery quality 68 op £0.377; mineralised 60 op, £0.338. In tank wagon, 2,500-gal the rates are £0.301, £0.354, £0.315 respectively.

Mercurochrome: £7.95 per kg.

Nicotinamide: (Per kg) 1-kg £2.30; 5-kg £2.27.

Nicotinic acid: (Per kg) 1-kg £2.37; 50-kg £2.34.

Oleic acid: BP £254.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £155 metric ton.

D-Panthenol: 9-kg; 5-kg £8.50 kg.

Pyridoxine: £7.10 kg; £8.50 kg.

Pyrogallol acid: Pure 500-kg lots £4.92 kg.

Riboflavin: £14.17 kg; 5-kg lots £14.14 kg.

Salicylic acid: per metric ton 5-ton lots £445; 1-ton £470; 250-kg £520.

Sodium benzoate: One-metric ton lots £283.30.

Sodium bicarbonate: BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

Sodium carbonate: Anhydrous £107 metric ton.

Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

Sodium citrate: £313 per metric ton.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £145.75.

Sodium percarbonate: (Per metric ton) £170.75.

Sodium potassium tartrate: £315 per metric ton.

Sodium salicylate: Per kg in 5-metric ton lots £0.54; 1-ton £0.55; 250-kg £0.56½; 50-kg £0.59.

Sodium sulphate: BP from £35 to £40 per metric ton as to crystal. BP exsiccated £60 ton.

Sorbitol: Powder £370 metric ton for over 250 kg; Syrup to £152.

Tannic acid: 500-kg fluffy £1.40 kg; powder £1.38.

Tartaric acid: (Per metric ton) 50-kg lots £511.50; 250-kg £506; 1-ton £497.50.

Thiamine hydrochloride: £7.09 kg; 5-kg £6.84 kg.

Vitamin A: Oily 1 m iu per g £5.30 kg; 5-kg £5.20 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu £4.55.

Vitamin D: Powder for tableting 850,000 iu per g. £17.88 kg; 5-kg £17.78 kg.

Vitamin E: (per kg) £6.94; 5-kg lots £6.91.

Crude drugs

Aconite: Spot £1,250 metric ton; £1,200, cif.

Agar: (lb) Nominally £3.50 kg.

Aloes: (metric ton) Cape spot £520; shipment nominal. Curacao £730; £670 cif.

Balsams: (kg) Canada £4.75 nominal; shipment £4.50, cif.

Copaiba: BPC £1.20 Para. £0.90. Peru £2.25; £2.15, cif.

Tolu: BP £1.70, spot.

Bay leaves: £450 metric ton, cif.

Belladonna: (metric ton) leaves £320 spot; £315 cif. Herb £270; £225, cif. Root, £410 spot; £390 cif nominal.

Benzoic: BPC £50-£55 cwt spot; £49-£55 cif.

Buchu: Spot, £2.10 kg; £1.95, cif.

Camphor: Formosan BP £2.75 kg spot.

Cardamoms: (Per lb cif) Alleppy greens No. 1 £1.30; prime seeds £1.30

Cascara: £490 ton, cif nominal.

Cassia: Lignea, whole £1,200 metric ton, cif.

Cherry bark: New crop offers awaited.

Chillies: Zanzibar £600 ton spot; Nigerian £375, cif.

Cinnamon bark: Seychelles £400 ton, cif.

Cinnamon quills: four O's £0.25 lb; quillings £0.19 lb, cif.

Cloves: (cif) Madagascar £1,620 ton; Ceylon £1,750; Zanzibar £1,780.

Cochineal: Tenerife black-brilliant £7.10 kg spot; £7.00, cif; silver grey £6.65, cif. Peruvian £6.00, cif.

Cocillana: Spot £700 metric ton.

Colocynth pulp: Spot £720 metric ton.

Dandelion: Root £550 metric ton spot; £530, cif.

Gentian: Root £565 metric ton spot; £545, cif.

Ginger: (ton cif) Cochin £300; Nigerian split £375; peeled nominal. Jamaican No. 3 £870.

Sierra Leone nominal.

Gums: Acacia nominal. Karaya No. 2 faq £23 cwt. Tragacanth nominal.

Henbane: Niger £1,500 metric ton, cif.

Honey: (per ton in 6-cwt drums ex-warehouse) Australian light amber £446.50, medium £436.50. Canadian £470. Chinese light amber £430.

Hydrastis: Spot £3.40 lb; £3.25, cif, nominal.

Ipecacuanha: Costa Rican £1.70 lb spot; £1.65, cif.

Jalap: Mexican tubers £1,500 metric ton.

Kola nuts: West African £110 spot; metric ton £90, cif.

Lanolin: Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.
Lemon peel: Spot £640 metric ton; £620, cif.
Liquorice root: (metric ton) Chinese £120 spot; £85, cif. (Russian £120 spot, £80, cif.
Lobelia: New crop offers awaited.
Lycopodium: Indian £4.75 kg; Canadian £5.10 kg.
Mace: Grenada No. 1 £1,960 long ton.
Menthol: (kg) Chinese spot £6.50; shipment £6.50, cif. Brazilian £5.00 spot and cif.
Nutmeg: West Indian nominal.
Nux vomica: £120 metric ton landed; £95, cif.
Pepper: (ton) Sarawak black £465; cif; white £765, cif.
Pimento: Jamaican £830 long ton, cif, nominal.
Podophyllum: Emodi (metric ton) £340; £320, cif.
Quillaia: £1,050 metric ton nominal; no cif offers.
Rhubarb: From £0.30 to £1.50 lb.
Saffron: Mancha superior £83 kg.
Sarsaparilla: Spot; £1.25 kg; £1.19, cif.
Seeds: (ton) Anise China star £175 duty paid; shipment £135, cif. **Caraway:** Dutch £1,500 metric ton, cif. **Celery:** Indian £320; shipment £320, cif. **Coriander:** Moroccan £105, cif. **Cumin:** Indian £375, cif. Chinese £380 metric ton, cif. **Dill:** Indian, for shipment £195, cif. **Fenugreek:** Moroccan £160, cif, nominal. **Mustard:** £60-£180 spot.
Senega: Canadian £1.90 lb spot nominal.
Senna: Alexandrian h/p £180 metric ton; manufacturing nominal.
Squill: White spot £340 metric ton nominal.

Slyrax: £2.20 lb spot; no shipment.
Tonquin beans: Spot £870 metric ton.
Turmeric: Madras finger £310 spot; £285 ton, cif.
Valerian: (metric ton) Indian £325 spot; £3.05, cif.
Waxes: Bees: £800 metric ton, cif. **Candellia** £570 long ton spot; £545, cif. **Carnauba** prime yellow, spot £725; £675, cif; fatty grey £420; £375, cif.
Witchazel leaves: Nominal.

Essential and expressed oils

Amber: Rectified £0.29 kg spot.
Camphor white: £0.60 kg; no cif offers.
Cananga: Java £9.20 kg spot.
Caraway: Imported £14 kg.
Cardamom: English distilled £95-£120 kg as to source.
Cassia: Chinese £4.00 kg spot.
Cedarwood: Moroccan £1.60 kg.
Celery: English £25 kg; Indian £18.
Cinnamon: Ceylon leaf £1.45 kg, spot; £1.40, cif. Seychelles leaf rectified £3, cif. Bark, BP £2.20.
Citronella: Ceylon spot £1.80 kg; £1.60, cif.
Clove: Madagascar leaf £2.00 kg spot; £1.95, cif. English distilled bud £17.50.
Cod-liver: BP in 45-gal lots £28.80 naked.
Coriander: £8.10-£9.00 kg as to grade.
Cubeb: English, distilled £17.00 kg.
Dill: From £6.00 kg spot.
Eucalyptus: No offers.
Fennel: Spanish sweet £2.75 kg nominal.

Geranium: (kg) Bourbon £19.00; Congo £14.
Ginger: English distilled £45 kg; Indian £23.
Juniper: Berry £3.50 kg; wood £0.55.
Lavandin: £2.76 kg spot.
Lavender: French from £4.75 kg.
Lavender spike: £5.50 kg spot.
Lemon: Sicilian £11.70 kg spot.
Olive: Spanish £535-£545 metric ton, cif. Tunisian £560-£570. Spot £580-£590.
Orange: Sweet £0.46 kg spot.
Palmarosa: £7.20 kg spot; £7.00, cif.
Patchouli: Spot £7.50 kg spot; £6.75-£7.50, cif.
Pennyroyal: £2.75 kg on spot.
Pepper: English distilled ex black £35.50 kg.
Peppermint: (per kg) Arvensis Chinese spot £3.25; forward no offers. Brazilian spot £2.25, no cif offers. American piperata firm at £7.50-£8 spot.
Petitgrain: Spot £7.00; cif. £6.60.
Pimento: Berry £5.30 kg; leaf £4.60.
Pine: (kg) Pumillonis £1.75; sylvestris £0.51.
Rosemary: Spanish £3.60 kg, spot.
Sage: Spanish £3.10 kg.
Sandelwood: Myaore £35 kg spot.
Sassafras: Not offering.
Spearmint: Chinese £7.00 spot; no cif. offers. American £6.50—all per kg.
Thyme: Red 65/70% £5.00 kg.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax.

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Publication date Every Saturday.

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Hospital appointments

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required for duties at the GENERAL HOSPITAL Northampton and occasionally at other hospitals within the Group. Applications are also welcomed from Pharmacists only available for part-time duties. Previous hospital experience not required.

Applications to: Group Pharmacist, General Hospital, Northampton.
 Tel. Northampton 34700, Ext 94.

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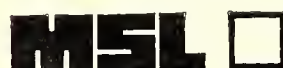
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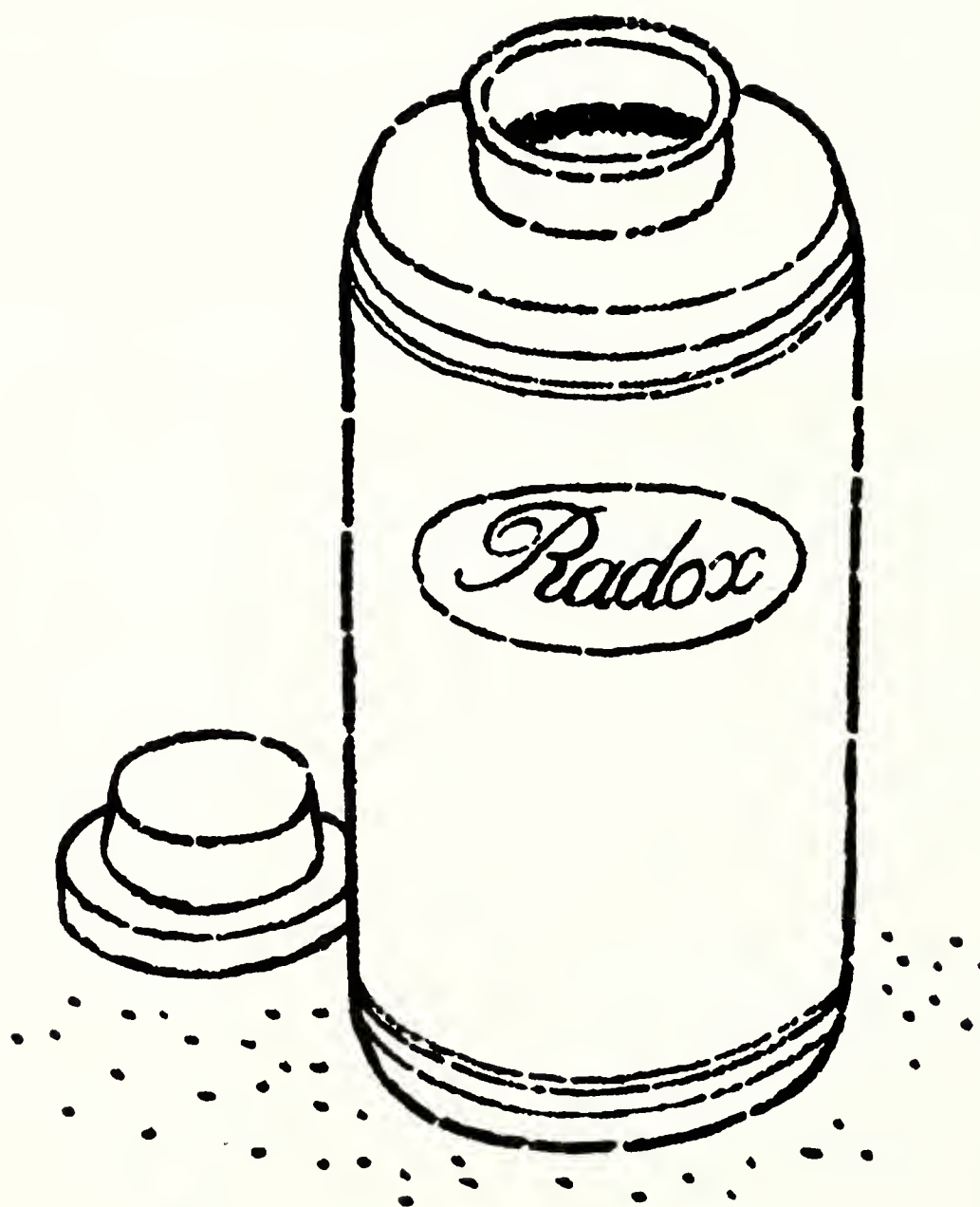
The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
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